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**State:** Arkansas **Filing Company:** Sentry Insurance a Mutual Company  
**TOI/Sub-TOI:** 19.0 Personal Auto/19.0001 Private Passenger Auto (PPA)  
**Product Name:** Plain Talk Car  
**Project Name/Number:** AR PTC Project #33399/AR132900100003

## Filing at a Glance

Company: Sentry Insurance a Mutual Company  
Product Name: Plain Talk Car  
State: Arkansas  
TOI: 19.0 Personal Auto  
Sub-TOI: 19.0001 Private Passenger Auto (PPA)  
Filing Type: Rate/Rule  
Date Submitted: 09/11/2012  
SERFF Tr Num: SEPX-G128666666  
SERFF Status: Closed-Filed  
State Tr Num:  
State Status:  
Co Tr Num: AR132900100003  
  
Effective Date: 12/16/2012  
Requested (New):  
Effective Date: 12/16/2012  
Requested (Renewal):  
Author(s): SPI SentryInsurancePC  
Reviewer(s): Alexa Grissom (primary)  
Disposition Date: 09/25/2012  
Disposition Status: Filed  
Effective Date (New): 12/16/2012  
Effective Date (Renewal):

State Filing Description:

**State:** Arkansas **Filing Company:** Sentry Insurance a Mutual Company  
**TOI/Sub-TOI:** 19.0 Personal Auto/19.0001 Private Passenger Auto (PPA)  
**Product Name:** Plain Talk Car  
**Project Name/Number:** AR PTC Project #33399/AR132900100003

## General Information

Project Name: AR PTC Project #33399  
Project Number: AR132900100003  
Reference Organization:  
Reference Title:  
Filing Status Changed: 09/25/2012  
State Status Changed:  
Created By: SPI SentryInsurancePC  
Corresponding Filing Tracking Number:

Status of Filing in Domicile:  
Domicile Status Comments:  
Reference Number:  
Advisory Org. Circular:

Deemer Date:  
Submitted By: SPI SentryInsurancePC

### Filing Description:

Concurrent with revised base rates, changes have been made to the following:

- Base model year changed from 2011 to 2013 and factors revised
- Added wording to the Safe Driver Insurance Program rule 2.B.1.c.(3) which clarifies the intent of this rule.
- Other editorial revisions to clarify language or remove obsolete language.

The overall impact of these changes is 2.4%.

Ryan Koelemay  
Actuarial Analyst  
Sentry Insurance  
715-346-6853

## Company and Contact

### Filing Contact Information

Ryan Koelemay, Actuarial Analyst II  
1800 North Point Drive  
Stevens Point, WI 54481

ryan.koelemay@sentry.com  
715-346-6853 [Phone] 6853 [Ext]  
715-346-6044 [FAX]

### Filing Company Information

Sentry Insurance a Mutual Company	CoCode: 24988	State of Domicile: Wisconsin
1800 North Point Drive	Group Code: 169	Company Type:
Stevens Point, WI 54481	Group Name: Sentry Insurance Group	State ID Number:
(715) 346-6000 ext. [Phone]	FEIN Number: 39-0333950	

## Filing Fees

Fee Required?	Yes
Fee Amount:	\$100.00
Retaliatory?	No
Fee Explanation:	
Per Company:	No

**SERFF Tracking #:** SEPX-G128666666 **State Tracking #:**

**Company Tracking #:** AR132900100003

**State:** Arkansas **Filing Company:** Sentry Insurance a Mutual Company  
**TOI/Sub-TOI:** 19.0 Personal Auto/19.0001 Private Passenger Auto (PPA)  
**Product Name:** Plain Talk Car  
**Project Name/Number:** AR PTC Project #33399/AR132900100003

Company	Amount	Date Processed	Transaction #
Sentry Insurance a Mutual Company	\$100.00	09/11/2012	62565612

State:	Arkansas	Filing Company:	Sentry Insurance a Mutual Company
TOI/Sub-TOI:	19.0 Personal Auto/19.0001 Private Passenger Auto (PPA)		
Product Name:	Plain Talk Car		
Project Name/Number:	AR PTC Project #33399/AR132900100003		

## Correspondence Summary

### Dispositions

Status	Created By	Created On	Date Submitted
Filed	Alexa Grissom	09/25/2012	09/25/2012

### Objection Letters and Response Letters

#### Objection Letters

Status	Created By	Created On	Date Submitted
Pending Industry Response	Alexa Grissom	09/17/2012	09/17/2012

#### Response Letters

Responded By	Created On	Date Submitted
SPI SentryInsurancePC	09/18/2012	09/18/2012

<b>State:</b>	Arkansas	<b>Filing Company:</b>	Sentry Insurance a Mutual Company
<b>TOI/Sub-TOI:</b>	19.0 Personal Auto/19.0001 Private Passenger Auto (PPA)		
<b>Product Name:</b>	Plain Talk Car		
<b>Project Name/Number:</b>	AR PTC Project #33399/AR132900100003		

## Disposition

Disposition Date: 09/25/2012

Effective Date (New): 12/16/2012

Effective Date (Renewal):

Status: Filed

Comment:

Company Name:	Overall % Indicated Change:	Overall % Rate Impact:	Written Premium Change for this Program:	# of Policy Holders Affected for this Program:	Written Premium for this Program:	Maximum % Change (where req'd):	Minimum % Change (where req'd):
Sentry Insurance a Mutual Company	2.400%	2.400%	\$5,096	133	\$212,318	%	%

<b>State:</b>	Arkansas	<b>Filing Company:</b>	Sentry Insurance a Mutual Company
<b>TOI/Sub-TOI:</b>	19.0 Personal Auto/19.0001 Private Passenger Auto (PPA)		
<b>Product Name:</b>	Plain Talk Car		
<b>Project Name/Number:</b>	AR PTC Project #33399/AR132900100003		

Schedule	Schedule Item	Schedule Item Status	Public Access
Supporting Document	A-1 Private Passenger Auto Abstract	Filed	Yes
Supporting Document (revised)	NAIC loss cost data entry document	Filed	Yes
Supporting Document	NAIC loss cost data entry document	Filed	Yes
Supporting Document	NAIC Loss Cost Filing Document for OTHER than Workers' Comp	Filed	Yes
Supporting Document	APCS-Auto Premium Comparison Survey	Filed	Yes
Supporting Document	Actuarial Memorandum	Filed	Yes
Rate	SIAMCO Semi-Annual Base Rates	Filed	Yes
Rate	SIAMCO Semi-Annual Base Rates	Filed	Yes
Rate	SIAMCO Rate Supplement Pages	Filed	Yes
Rate	SIAMCO Territories	Filed	Yes
Rate	SIAMCO Territories	Filed	Yes
Rate	SIAMCO Territories	Filed	Yes
Rate	SIAMCO Territories	Filed	Yes
Rate	SIAMCO Territories	Filed	Yes
Rate	SIAMCO Territories	Filed	Yes
Rate	SIAMCO Base Manual	Filed	Yes
Rate	SIAMCO Base Manual	Filed	Yes
Rate	SIAMCO Base Manual	Filed	Yes

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<b>State:</b>	Arkansas	<b>Filing Company:</b>	Sentry Insurance a Mutual Company
<b>TOI/Sub-TOI:</b>	19.0 Personal Auto/19.0001 Private Passenger Auto (PPA)		
<b>Product Name:</b>	Plain Talk Car		
<b>Project Name/Number:</b>	AR PTC Project #33399/AR132900100003		

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## Objection Letter

Objection Letter Status	Pending Industry Response
Objection Letter Date	09/17/2012
Submitted Date	09/17/2012
Respond By Date	

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Dear Ryan Koelemay,

### **Introduction:**

*This will acknowledge receipt of the captioned filing. Please submit the Rf-1 under the supporting information tab. The filing will be incomplete until it is received.*

*In accordance with Regulation 23, Section 7.A., this filing may not be implemented until 20 days after the requested amendment(s) and/or information is received.*

### **Conclusion:**

*NOTICE regarding, corrections to filings and scrivener's Errors:*

*Effective for all filings made on or after June 1, 2011, Arkansas no longer allows the re-opening of closed filings for corrections, changes in effective dates, scrivener's errors, amendments or substantive changes. Please see the General Instructions for how these events will be handled after the effective date of the change."*

*Sincerely,*

*Alexa Grissom*

State:	Arkansas	Filing Company:	Sentry Insurance a Mutual Company
TOI/Sub-TOI:	19.0 Personal Auto/19.0001 Private Passenger Auto (PPA)		
Product Name:	Plain Talk Car		
Project Name/Number:	AR PTC Project #33399/AR132900100003		

## Response Letter

Response Letter Status	Submitted to State
Response Letter Date	09/18/2012
Submitted Date	09/18/2012

Dear Alexa Grissom,

### Introduction:

In response to your Objection Letter dated 9/17/2012:

### Response 1

#### Comments:

The requested filing form RF-1 has been completed and attached.

### Changed Items:

#### Supporting Document Schedule Item Changes

Satisfied -Name: NAIC loss cost data entry document

#### Comment:

No Form Schedule items changed.

No Rate/Rule Schedule items changed.

### Conclusion:

The requested information has been provided to complete your review of this filing. If you have any additional questions, please let me know.

Ryan Koelemay  
Actuarial Analyst  
Sentry Insurance  
ryan.koelemay@sentry.com

Sincerely,  
SPI SentryInsurancePC



<b>State:</b>	Arkansas	<b>Filing Company:</b>	Sentry Insurance a Mutual Company
<b>TOI/Sub-TOI:</b>	19.0 Personal Auto/19.0001 Private Passenger Auto (PPA)		
<b>Product Name:</b>	Plain Talk Car		
<b>Project Name/Number:</b>	AR PTC Project #33399/AR132900100003		

## Rate Information

Rate data applies to filing.

<b>Filing Method:</b>	File and Use
<b>Rate Change Type:</b>	Increase
<b>Overall Percentage of Last Rate Revision:</b>	5.500%
<b>Effective Date of Last Rate Revision:</b>	05/20/2011
<b>Filing Method of Last Filing:</b>	File and Use

## Company Rate Information

Company Name:	Overall % Indicated Change:	Overall % Rate Impact:	Written Premium Change for this Program:	# of Policy Holders Affected for this Program:	Written Premium for this Program:	Maximum % Change (where req'd):	Minimum % Change (where req'd):
Sentry Insurance a Mutual Company	2.400%	2.400%	\$5,096	133	\$212,318	%	%

SERFF Tracking #:

SEPX-G128666666

State Tracking #:

Company Tracking #:

AR132900100003

State:

Arkansas

Filing Company:

Sentry Insurance a Mutual Company

TOI/Sub-TOI:

19.0 Personal Auto/19.0001 Private Passenger Auto (PPA)

Product Name:

Plain Talk Car

Project Name/Number:

AR PTC Project #33399/AR132900100003

## Rate/Rule Schedule

Item No.	Schedule Item Status	Exhibit Name	Rule # or Page #	Rate Action	Previous State Filing Number	Attachments
1	Filed 09/25/2012	SIAMCO Semi-Annual Base Rates	R-1	Replacement		pdf R-1 AR Auto 33399.PDF
2	Filed 09/25/2012	SIAMCO Semi-Annual Base Rates	R-2	Replacement		pdf R-2 AR Auto 33399.PDF
3	Filed 09/25/2012	SIAMCO Rate Supplement Pages	RS-3	Replacement		pdf RS-3 AR Auto 33399.PDF
4	Filed 09/25/2012	SIAMCO Territories	T-1	Replacement		pdf T-1 AR Auto 33399.PDF
5	Filed 09/25/2012	SIAMCO Territories	T-2	Replacement		pdf T-2 AR Auto 33399.PDF
6	Filed 09/25/2012	SIAMCO Territories	T-3	Replacement		pdf T-3 AR Auto 33399.PDF
7	Filed 09/25/2012	SIAMCO Territories	T-4	Replacement		pdf T-4 AR Auto 33399.PDF
8	Filed 09/25/2012	SIAMCO Territories	T-5	Replacement		pdf T-5 AR Auto 33399.PDF
9	Filed 09/25/2012	SIAMCO Territories	T-6	Replacement		pdf T-6 AR Auto 33399.PDF
10	Filed 09/25/2012	SIAMCO Base Manual	B-7	Replacement		pdf B-7 AR Auto 33399.PDF
11	Filed 09/25/2012	SIAMCO Base Manual	B-9	Replacement		pdf B-9 AR Auto 33399.PDF
12	Filed 09/25/2012	SIAMCO Base Manual	B-24	Replacement		pdf B-24 AR Auto 33399.PDF

**PERSONAL LINES CAR MANUAL  
SEMI-ANNUAL BASE RATES**

**ARKANSAS**

**Base Rates**

**Standard Program**

Territory	Combined Single Limit <u>\$75,000</u>	Split Limits Bodily Injury <u>25/50</u>	Split Limits Property Damage <u>\$25,000</u>	PIP	Uninsured Motorist Bodily Injury <u>25/50</u>	Underinsured Motorist Bodily Injury <u>50/50</u>	Comprehensive <u>\$100 deductible</u>	Collision <u>\$250 deductible</u>
25	326	188	114	30	15	12	186	534
26	253	144	91	26	15	12	159	477
27	256	147	91	25	15	12	159	477
28	234	134	83	25	15	12	213	506
29	293	171	100	28	15	12	186	501
30	312	177	113	33	15	12	194	562
31	284	162	102	28	15	12	159	542
32	243	140	85	22	15	12	221	525
33	253	143	92	22	15	12	221	525
34	290	169	99	29	15	12	286	608
35	272	157	95	26	15	12	256	555
36	264	152	93	26	15	12	262	589
37	228	129	83	23	15	12	239	548

**SENTRY INSURANCE A MUTUAL COMPANY**

December, 2012

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PERSONAL LINES CAR MANUAL  
SEMI-ANNUAL BASE RATES

ARKANSAS

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Base Rates

Payback Program

Territory	Split Limits Bodily Injury <u>25/50</u>	Split Limits Property Damage <u>\$25,000</u>	<u>PIP</u>	Uninsured Motorist Bodily Injury <u>25/50</u>	Underinsured Motorist Bodily Injury <u>50/50</u>	Comprehensive <u>\$100 deductible</u>	Collision <u>\$250 deductible</u>
25	157	100	31	13	10	197	473
26	120	80	27	13	10	169	422
27	123	80	26	13	10	169	422
28	112	73	26	13	10	226	448
29	143	88	29	13	10	197	443
30	148	99	34	13	10	206	497
31	135	90	29	13	10	169	480
32	117	75	23	13	10	234	465
33	119	81	23	13	10	234	465
34	141	87	30	13	10	303	538
35	131	84	27	13	10	271	491
36	127	82	27	13	10	278	521
37	108	73	24	13	10	253	485

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SENTRY INSURANCE A MUTUAL COMPANY

December, 2012

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**PERSONAL LINES CAR MANUAL  
RATE SUPPLEMENT PAGES**

**Arkansas**

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**Model Year Factors**

Model year	Comprehensive	Collision
2015	1.06	1.10
2014	1.03	1.05
2013	1.00	1.00
2012	0.96	0.94
2011	0.93	0.89
2010	0.90	0.84
2009	0.86	0.80
2008	0.83	0.75
2007	0.80	0.71
2006	0.77	0.67
2005	0.75	0.64
2004	0.72	0.60
2003	0.69	0.57
2002	0.67	0.54
2001	0.65	0.51
2000	0.62	0.48
1999	0.60	0.45
1998	0.58	0.43
1997 & prior	0.56	0.40

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**SENTRY INSURANCE A MUTUAL COMPANY  
December, 2012**

**PERSONAL LINES CAR MANUAL  
TERRITORIES**

**ARKANSAS**

ZIP CODE	TERR	ZIP CODE	TERR	ZIP CODE	TERR
71601	30			71820	32
71602	30	71701	32	71822	32
71603	30			71823	32
		71711	*	71825	32
71611	*			71826	32
71612	*	71720	32	71827	32
71613	*	71721	32	71828	32
		71722	32		
71630	33	71724	36	71831	32
71631	32	71725	32	71832	32
71635	33	71726	32	71833	32
71637	*	71728	32	71834	37
71638	32			71835	32
71639	33	71730	36	71836	32
		71731	*	71837	37
71640	32			71838	32
71642	33	71740	32	71839	37
71643	32	71742	32		
71644	32	71743	32	71840	37
71646	33	71744	32	71841	32
71647	32	71745	32	71842	32
		71747	36	71845	32
71650	33	71748	32	71846	32
71651	32	71749	36	71847	32
71652	32				
71653	32	71750	36	71851	32
71654	33	71751	32	71852	32
71655	33	71752	32	71853	32
71656	*	71753	32	71854	32
71658	33	71754	*	71855	32
71659	30	71758	36	71857	32
		71759	36	71858	32
71660	32			71859	32
71661	33	71762	36		
71662	33	71763	32	71860	32
71663	33	71764	32	71861	32
71665	32	71765	36	71862	32
71666	*	71766	32	71864	32
71667	32	71767	32	71865	32
		71768	*	71866	32
71670	33				
71671	32	71770	32	71901	31
71674	33	71772	32	71902	*
71675	33			71903	*
71676	33	71801	32	71909	31
71677	33	71802	*		
71678	32				

**Note:** Refer to an atlas or map for places not listed.

\* P. O. BOX OR CORPORATE ZIP CODE

**Sentry Insurance a Mutual Company**

**December, 2012**

**pla00080(arterr)**

**T-1**

**PERSONAL LINES CAR MANUAL  
TERRITORIES**

**ARKANSAS**

ZIP CODE	TERR	ZIP CODE	TERR	ZIP CODE	TERR
71910	*			72040	32
71913	31	71998	*	72041	32
71914	*	71999	*	72042	32
				72043	32
71920	32	72001	32	72044	32
71921	32	72002	25	72045	32
71922	32	72003	32	72046	29
71923	32	72004	30	72047	29
71929	32	72005	32	72048	32
		72006	32		
71932	32	72007	29	72051	32
71933	32	72009	29	72052	32
71935	32			72053	25
71937	32			72055	32
		72010	32	72057	29
71940	32	72011	29	72058	29
71941	32	72012	32	72059	32
71942	32	72013	32		
71943	32	72014	32	72060	32
71944	32	72015	29	72061	29
71945	32	72016	32	72063	32
71946	32	72017	32	72064	32
71949	31	72018	*	72065	25
		72019	29	72066	32
				72067	32
71950	32			72068	32
71951	*	72020	32	72069	32
71952	32	72021	32		
71953	32	72022	29	72070	32
71956	31	72023	29	72072	29
71957	32	72024	29	72073	32
71958	32	72025	32	72074	32
71959	32	72026	32	72075	32
		72027	32	72076	29
71960	32	72028	32	72078	*
71961	32	72029	32	72079	30
71962	32				
71964	31	72030	32	72080	32
71965	32	72031	32	72081	32
71966	32	72032	29	72082	32
71968	31	72033	*	72083	29
71969	32	72035	*	72084	29
		72036	32	72085	32
71970	32	72037	29	72086	29
71971	32	72038	32	72087	31
71972	32	72039	29	72088	32
71973	32			72089	*
				72099	25

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\* P. O. BOX OR CORPORATE ZIP CODE

**Sentry Insurance a Mutual Company**

**December, 2012**

pla00080(arterr)

**T-2**

**PERSONAL LINES CAR MANUAL  
TERRITORIES**

**ARKANSAS**

ZIP CODE	TERR	ZIP CODE	TERR	ZIP CODE	TERR
72101	32	72150	29	72210	25
72102	32	72152	30	72211	25
72103	25	72153	32	72212	25
72104	32	72156	32	72214	*
72105	*	72157	32	72215	*
72106	29	72158	*	72216	*
72107	32	72159	29	72217	*
72108	32			72219	*
				72221	*
72110	32	72160	32	72222	25
72111	29	72164	25	72225	*
72112	32	72165	32	72227	25
72113	25	72166	32		
72114	25	72167	29	72231	*
72115	*	72168	30		
72116	25	72169	32	72295	*
72117	25				
72118	25	72170	32	72301	34
72119	*	72173	29	72303	*
		72175	30		
72120	25	72176	29	72310	*
72121	32	72178	32	72311	*
72122	29	72179	32	72312	*
72123	32			72313	*
72124	*			72315	35
72125	32	72180	25	72316	*
72126	32	72181	29	72317	35
72127	32	72182	30	72319	*
72128	29	72183	25		
72129	29	72189	*	72320	35
				72321	*
72130	32			72322	35
72131	32	72190	*	72324	32
72132	30	72199	*	72325	*
72133	30			72326	35
72134	32	72201	25	72327	34
72135	25	72202	25	72328	33
72136	32	72203	*	72329	35
72137	32	72204	25		
72139	32	72205	25	72330	35
		72206	25	72331	34
72140	32	72207	25	72332	*
72141	32	72208	25	72333	33
72142	29	72209	25	72335	35
72143	32			72336	*
72145	32			72338	35
72149	*			72339	*

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\* P. O. BOX OR CORPORATE ZIP CODE

**Sentry Insurance a Mutual Company**

**December, 2012**

**pla00080(arterr)**

**T-3**



**PERSONAL LINES CAR MANUAL  
TERRITORIES**

**ARKANSAS**

ZIP CODE	TERR	ZIP CODE	TERR	ZIP CODE	TERR
72340	*				
72341	*	72401	32	72450	32
72342	33	72402	*	72451	*
72346	35	72403	32	72453	32
72347	32	72404	32	72454	32
72348	35			72455	32
		72410	32	72456	32
72350	35	72411	32	72457	32
72351	*	72412	32	72458	32
72352	*	72413	32	72459	32
72353	*	72414	32		
72354	32	72415	32	72460	32
72355	35	72416	32	72461	32
72358	35	72417	32	72462	32
72359	*	72419	32	72464	32
				72465	32
72360	35	72421	32	72466	32
72364	34	72422	32	72467	32
72365	32	72424	32	72469	32
72366	33	72425	32		
72367	*	72426	35	72470	32
72368	35	72427	32	72471	32
72369	*	72428	35	72472	32
		72429	32	72473	32
72370	35			72474	32
72372	35	72430	32	72475	32
72373	32	72431	32	72476	32
72374	33	72432	32	72478	32
72376	34	72433	32	72479	32
72377	*	72434	32		
72378	35	72435	32	72482	32
72379	*	72436	32		
		72437	32	72501	32
72383	*	72438	35	72503	*
72384	34	72439	32		
72386	32			72512	32
72387	*	72440	32	72513	32
72389	*	72441	32	72515	32
		72442	35	72516	32
72390	33	72443	32	72517	32
72391	*	72444	32	72519	32
72392	35	72445	32		
72394	35	72447	32		
72395	35	72449	32		
72396	32				
72397	32				

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**Sentry Insurance a Mutual Company**

**December, 2012**

**pla00080(arterr)**

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**PERSONAL LINES CAR MANUAL  
TERRITORIES**

**ARKANSAS**

ZIP CODE	TERR	ZIP CODE	TERR	ZIP CODE	TERR
72520	32	72571	32	72650	32
72521	32	72572	32	72651	32
72522	32	72573	32	72653	32
72523	32	72575	32	72654	*
72524	32	72576	32	72655	32
72525	32	72577	32	72657	32
72526	32	72578	32	72658	32
72527	32	72579	32	72659	32
72528	32				
72529	32	72581	32	72660	32
		72583	32	72661	32
		72584	32	72662	32
72530	32	72585	32	72663	32
72531	32	72587	32	72666	32
72532	32			72668	32
72533	32	72601	32	72669	*
72534	32	72602	*		
72536	32			72670	32
72537	32	72611	32	72672	*
72538	32	72612	32	72675	32
72539	32	72613	*	72677	*
		72615	*	72679	32
		72616	32		
72540	32	72617	32	72680	32
72542	32	72619	32	72682	32
72543	32			72683	32
72544	32	72623	32	72685	32
72545	*	72624	32	72686	32
72546	32	72626	32	72687	32
		72628	32		
		72629	32	72701	28
72550	32			72702	28
72553	32	72630	32	72703	28
72554	32	72631	32	72704	28
72555	32	72632	32		
72556	32	72633	32	72711	*
		72634	32	72712	28
72560	32	72635	32	72714	28
72561	32	72636	*	72715	28
72562	32	72638	32	72716	*
72564	32	72639	32	72717	28
72565	32			72718	28
72566	32	72640	32	72719	*
72567	32	72641	32		
72568	32	72642	32	72721	32
72569	32	72644	32	72722	28
		72645	32	72727	28
		72648	32	72728	*
				72729	28

**Note:** Refer to an atlas or map for places not listed.

\* P. O. BOX OR CORPORATE ZIP CODE

**Sentry Insurance a Mutual Company**

**December, 2012**

pla00080(arterr)

**T-5**

**PERSONAL LINES CAR MANUAL  
TERRITORIES**

**ARKANSAS**

ZIP CODE	TERR	ZIP CODE	TERR	ZIP CODE	TERR
		72820	*		
72730	28	72821	32	72913	*
72732	28	72822	32	72914	*
72733	*	72823	32	72916	26
72734	28	72824	32	72917	*
72735	*	72826	*	72918	*
72736	28	72827	32	72919	*
72737	*	72828	32		
72738	32	72829	*		
72739	28			72921	27
		72830	32	72923	27
72740	32	72832	32	72926	32
72741	28	72833	32	72927	32
72742	32	72834	32	72928	32
72744	28	72835	32		
72745	28	72837	32	72930	32
72747	28	72838	32	72932	27
72749	28	72839	32	72933	32
		72840	32	72934	27
72751	28	72841	32	72935	26
72752	32	72842	32	72936	27
72753	28	72843	32	72937	27
72756	28	72845	32	72938	27
72757	*	72846	32		
72758	28	72847	32	72940	27
				72941	27
72760	32	72851	32	72943	32
72761	28	72852	32	72944	32
72762	28	72853	32	72945	27
72764	28	72854	32	72946	27
72765	28	72855	32	72947	27
72766	28	72856	32	72948	27
72768	28	72857	32	72949	32
72769	28				
		72860	32	72950	32
72770	*	72863	32	72951	32
72773	32	72865	32	72952	27
72774	28	72867	32	72955	27
72776	32			72956	26
		72901	26	72957	*
72801	32	72902	*	72958	32
72802	32	72903	26	72959	28
		72904	26		
		72905	*		
72811	*	72906	*		
		72908	26		

**Note:** Refer to an atlas or map for places not listed.

\* P. O. BOX OR CORPORATE ZIP CODE

**Sentry Insurance a Mutual Company**

**December, 2012**

pla00080(arterr)

**T-6**

- Losses
  - Under Medical and Uninsured Motorists Coverages.
  - Under Comprehensive Coverages.
  - Involving claims expense only or Medical First Aid Only.
  - Under Collision coverage where insured is free of any negligence.

(4) Refund of Surcharged Premium

If a point has been assigned as the result of an accident and it is subsequently learned that the accident falls under one of the exceptions enumerated in the rule, the company shall refund to the insured the increased portion of the premium generated by the accident.

c. Assignment of points:

(1) The applicable points to be assigned to each vehicle shall be determined as follows:

- Determine the points to be assigned for each driver in accordance with (2), (3) and (4) below.
- Total the points for all drivers assigned to the vehicle.

(2) No points shall be assigned for the first 1 point violation or 1 point accident under a.(2) or b.(3), above. This rule will apply to only one occurrence but not to both an accident and violation.

(3) Any occurrence involving an accident and 1 point violation occurring simultaneously will be assigned points for the accident only. The 1 point violation will be disregarded under the application of this plan.

When a 5 point violation and accident occurs simultaneously points shall be assigned for only the violation. The accident will be disregarded under the application of this plan.

Any occurrence involving multiple violations occurring simultaneously will be assigned points for the violation with the highest points.

(4) A 3 point at-fault accident will not be surcharged if all of the following conditions are met:

- a. We have provided coverage for the insured's household for at least 3 years; and
- b. The accident is the only occurrence for the household in that policy year; and
- c. The two policy years preceding the accident were occurrence free for the household.

(5) Accidents where no payment was made by the insurer will not be surcharged.

- 
- c. The Discount shall be applied in accordance with the following:
    - 1. Only to the auto operated by the operator with the course completion certificate.
    - 2. Only once to each such auto regardless of the number of operators with course completion certificates.
  - d. An approved Motor Vehicle Accident Prevention Course shall:
    - 1. Be approved by the Arkansas Department of Motor Vehicles, and
    - 2. Be taught by an approved instructor, and
    - 3. Include the minimum hours of classroom and field driving instructions prescribed by the Arkansas Department of Motor Vehicles, and
    - 4. Shall not be self-instructed.

#### **RULE 4: COMPREHENSIVE AND COLLISION COVERAGES**

Determine the Model Year of the vehicle and refer to the Symbol and Identification Manual to determine the proper symbol. (For Pickups, Panel Trucks, and Vans, where no symbol is displayed, use the original cost new to determine the symbol.)

- 1. The model year of the vehicle is the year assigned by the vehicle manufacturer.
- 2. For rebuilt or structurally altered vehicles, the Model Year of the chassis determines the Model Year.
- 3. When rating a later model year than shown on the rate pages, apply a 5% increase for comprehensive and a 3% increase for collision, per model year, to the rates for the latest model shown.

For rating of newly announced vehicles for which no symbol is shown in the Symbol and Identification Manual, determine an interim symbol as follows:

- 1. If the Symbol and Identification Manual shows a symbol for the Prior Model Year version of the same vehicle, use the symbol for the Prior Model Year.
- 2. If the Symbol and Identification Manual does not show a symbol for the Prior Model Year version of the same vehicle, use the original cost new to determine the symbol.

|

## **RULE 19: MISCELLANEOUS TYPES**

| Physical Damage values must include any optional equipment.

### **A. TRAILERS**

#### 1. Liability Coverage:

The liability insurance afforded by the policy applies to utility trailers including camper type trailers without charge as long as the vehicle pulling the trailer is insured for Liability under this policy. The vehicle pulling such trailers provides liability coverage while the trailer is being towed.

#### 2. Physical Damage Coverage:

Trailers shall be insured under policies as separate item of insurance and with separate premiums indicated. If deductible form of coverage is written, the deductible shall be made to apply separately to each unit.

For Trailer deductibles not shown apply the deductible factor located on the rate pages to the rates or premium shown below.

- a. Camper-Type Trailers: Recreational trailers designed for use with a Private Passenger automobile equipped as living quarters (including cooking, dining, plumbing or refrigeration facilities) provided the insured maintains a separate and permanent residence other than the recreational trailer.

Comprehensive - \$100 Deductible

Rate \$0.50 per \$100

Collision Premiums

Original Cost	\$250 Deductible	
New	New	Old
\$ 0 - \$ 600	\$ 5.00	\$ 4.00
601 - 800	6.00	4.50
801 - 1,050	6.50	5.00
1,051 - 1,300	7.50	6.00
1,301 - 1,600	9.00	7.00
1,601 - 1,900	10.00	8.00
1,901 - 2,400	11.50	9.00
2,401 - 3,000	14.00	11.00
3,001 - 4,000	17.00	13.50
4,001 - 5,000	21.00	17.00
5,001 - 6,000	25.00	20.00
6,001 - 7,000	29.00	23.00
7,001 - 8,000	33.00	26.50
8,001 - 9,000	37.00	29.50
9,001 - 10,000	41.00	33.00

**NOTE:** "New" means purchased new not more than 18 months prior to date insurance attached. "Old" means all others.

For Camper-type Trailers having a cost exceeding \$10,000, the indicated premium for the \$9,001 to \$10,000 group shall be increased 10% per \$1,000, or fraction thereof in excess of \$10,000.

<b>SERFF Tracking #:</b>	SEPX-G128666666	<b>State Tracking #:</b>		<b>Company Tracking #:</b>	AR132900100003
<b>State:</b>	Arkansas	<b>Filing Company:</b>	Sentry Insurance a Mutual Company		
<b>TOI/Sub-TOI:</b>	19.0 Personal Auto/19.0001 Private Passenger Auto (PPA)				
<b>Product Name:</b>	Plain Talk Car				
<b>Project Name/Number:</b>	AR PTC Project #33399/AR132900100003				

## Supporting Document Schedules

		Item Status:	Status Date:
Satisfied - Item:	A-1 Private Passenger Auto Abstract	Filed	09/25/2012
Comments:			
Attachment(s):			
Filing Form A-1.PDF			

		Item Status:	Status Date:
Satisfied - Item:	NAIC loss cost data entry document	Filed	09/25/2012
Comments:			
Attachment(s):			
Filing Form RF-1.PDF			

		Item Status:	Status Date:
Bypassed - Item:	NAIC Loss Cost Filing Document for OTHER than Workers' Comp	Filed	09/25/2012
Bypass Reason:	Not applicable to this filing		
Comments:			

		Item Status:	Status Date:
Satisfied - Item:	APCS-Auto Premium Comparison Survey	Filed	09/25/2012
Comments:			
Attachment(s):			
Filing Form APCS.PDF			
Filing Form APCS.XLS			

		Item Status:	Status Date:
Satisfied - Item:	Actuarial Memorandum	Filed	09/25/2012
Comments:	Actuarial Memorandum and Filing Exhibits		
Attachment(s):			

<b>SERFF Tracking #:</b>	SEPX-G128666666	<b>State Tracking #:</b>		<b>Company Tracking #:</b>	AR132900100003
<b>State:</b>	Arkansas	<b>Filing Company:</b>	Sentry Insurance a Mutual Company		
<b>TOI/Sub-TOI:</b>	19.0 Personal Auto/19.0001 Private Passenger Auto (PPA)				
<b>Product Name:</b>	Plain Talk Car				
<b>Project Name/Number:</b>	AR PTC Project #33399/AR132900100003				

Filing Exhibits AR Auto 33399.PDF



## ARKANSAS INSURANCE DEPARTMENT

## FORM A-1 PRIVATE PASSENGER AUTOMOBILE ABSTRACT

Instructions: All questions must be answered. If the answer is "none" or "Not applicable, so state. If all questions are not answered, the filing will not be accepted for review by the Department. Use a separate abstract for each company if filing for a group. Subsequent private passenger auto rate/rule submissions that do not alter the information contained herein need not include this form.

Company Name Sentry Insurance a Mutual Company

NAIC # (including group #) 169-24988

1. Are there any areas in the State of Arkansas in which your company will not write automobile insurance?  
☐ Yes ☒ No

If yes, list the areas:

N/A

2. Do you furnish a market for young drivers? ☒ Yes ☐ No
3. Do require collateral business to support a youthful driver? ☐ Yes ☒ No
4. Do you insure drivers with an international or foreign driver's license? ☒ Yes ☐ No
5. Specify the percentage you allow in credit or discounts for the following:

- |                            |               |   |
|----------------------------|---------------|---|
| a. Driver over 55          | <u>10.000</u> | % |
| b. Good Student Discount   | <u>3.000</u>  | % |
| c. Multi-car Discount      | <u>20.000</u> | % |
| d. Accident Free Discount* | <u></u>       | % |

Please Specify Qualification for Discount:

- |                                     |               |   |
|-------------------------------------|---------------|---|
| e. Anti-Theft Discount              | <u></u>       | % |
| f. Other (specify) <u>Auto/Home</u> | <u>15.000</u> | % |

Anti-Lock Brakes

5.000 %

%

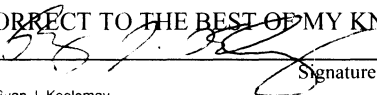
6. Do you have an installment payment plan for automobile insurance? ☒ Yes ☐ No  
 If so, what is the fee for installment payments?

\$4

7. Does your company utilize a tiered rating plan? ☐ Yes ☒ No  
 If so, list the programs and percentage difference and current volume for each plan:

Program	Percentage Difference	Volume
<u></u>	<u></u>	<u></u>
<u></u>	<u></u>	<u></u>
<u></u>	<u></u>	<u></u>
<u></u>	<u></u>	<u></u>

THE INFORMATION PROVIDED IS CORRECT TO THE BEST OF MY KNOWLEDGE AND BELIEF.

  
Signature  
Ryan J. Koelemay  
Printed Name  
Actuarial Analyst II  
Title  
715-346-6853  
Telephone Number  
ryan.koelemay@sentry.com  
Email address

AID PC A-1 (06)

## NAIC LOSS COST DATA ENTRY DOCUMENT

1.	This filing transmittal is part of Company Tracking #	SEPX-G128666666
----	---	-----------------

2.	If filing is an adoption of an advisory organization loss cost filing, give name of Advisory Organization and Reference/ Item Filing Number	N/A
----	---	-----

	Company Name		Company NAIC Number
3.	A. Sentry Insurance a Mutual Company	B.	169-24988

	Product Coding Matrix Line of Business (i.e., Type of Insurance)		Product Coding Matrix Line of Insurance (i.e., Sub-type of Insurance)
4.	A. 19.0 Personal Auto	B.	19.0001 Private Passenger Auto (PPA)

5.

(A) COVERAGE (See Instructions)	(B) Indicated % Rate Level Change	(C) Requested % Rate Level Change	FOR LOSS COSTS ONLY				
			(D) Expected Loss Ratio	(E) Loss Cost Modification Factor	(F) Selected Loss Cost Multiplier	(G) Expense Constant (If Applicable)	(H) Co. Current Loss Cost Multiplier
Liability (PPA)	7.9%	6.2%					
Comprehensive (PPA)	-5.0%	-2.9%					
Collision (PPA)	-2.8%	-1.7%					
TOTAL OVERALL EFFECT	2.4%	2.4%					

6.

5 Year History

Rate Change History

Year	Policy Count	% of Change	Effective Date	State Earned Premium (000)	Incurred Losses (000)	State Loss Ratio	Countrywide Loss Ratio
2007	223			319	37	11.5%	43.9%
2008	204			300	87	29.0%	48.1%
2009	184			268	37	14.0%	50.2%
2010	170	0.0%	06/15/10	245	150	61.1%	54.6%
2011	153	5.5%	05/20/11	228	40	17.4%	51.4%

7.

Expense Constants	Selected Provisions
A. Total Production Expense	29.0%
B. General Expense	8.2%
C. Taxes, License & Fees	2.1%
D. Underwriting Profit & Contingencies	6.2%
E. Other (explain)	26.8%
F. TOTAL	72.3%

8. Apply Lost Cost Factors to Future filings? (Y or N)

9. 9.3% Estimated Maximum Rate Increase for any Insured (%). Territory (if applicable):

10. -7.0% Estimated Maximum Rate Decrease for any Insured (%) Territory (if applicable):

# Private Passenger Auto Premium Comparision Survey Form

FORM APCS - last modified May 2012

NAIC Number: 169-24988  
 Company Name: Sentry Insurance A Mutual Company  
 Contact Person: Ryan Koelemay  
 Telephone No.: 715-346-6853  
 Email Address: ryan.koelemay@sentry.com  
 Effective Date: 12/16/2012

DISCOUNTS OFFERED:  
 PASSIVE RESTRAINT/AIRBAG  
 AUTO/HOMEOWNERS  
 GOOD STUDENT  
 ANTI-THEFT DEVICE  
 Over 55 Defensive Driver Discount  
 \$250/\$500 Deductible Comp./Coll.

0 %  
 15 %  
 3 to 24% %  
 0 %  
 10 %  
 15 / 18 %

## Assumptions to Use:

- 1 Liability -Minimum \$25,000 per person
- 2 Bodily Injury \$50,000 per accident  
\$25,000 per accident
- 3 Property Damage \$100 deductible per accident
- 4 Comprehensive & Collision \$250 deductible per accident
- 5 The insured has elected to accept:  
Uninsured motorist property and bodily injury equal to liability coverage  
Underinsured bodily injury equal to liability coverage
- 6 Personal Injury Protection of \$5,000 for medical, loss wages according to statute and \$5,000 accidental
- 7 If male and female rates are different, use the highest of the two

Submit to: Arkansas Insurance Department  
 1200 West Third Street  
 Little Rock, AR 72201-1904

Telephone: 501-371-2800  
 Email as an attachment [insurance.pnc@arkansas.gov](mailto:insurance.pnc@arkansas.gov)  
 You may also attach to a SERFF filing or submit on a compact disk

			Fayetteville				Trumann				Little Rock				Lake Village				Pine Bluff			
		Gender	Female	Male	Male or Female	Male or Female	Female	Male	Male or Female	Male or Female	Female	Male	Male or Female	Male or Female	Female	Male	Male or Female	Male or Female	Female	Male	Male or Female	Male or Female
Vehicle	Coverages	Age	18	18	40	66	18	18	40	66	18	18	40	66	18	18	40	66	18	18	40	66
2008 4.8L Chevrolet Silverado 1500 "LS" regular cab 119" WB	Minimum Liability		\$426	\$712	\$315	\$303	\$440	\$735	\$325	\$312	\$575	\$967	\$422	\$405	\$440	\$735	\$325	\$312	\$560	\$941	\$411	\$395
	Minimum Liability with Comprehensive and Collision		\$1,290	\$2,192	\$938	\$899	\$1,335	\$2,271	\$970	\$931	\$1,437	\$2,445	\$1,044	\$1,001	\$1,335	\$2,271	\$970	\$931	\$1,465	\$2,494	\$1,064	\$1,02
	100/300/50 Liability with Comprehensive and Collision		\$1,400	\$2,364	\$1,025	\$984	\$1,450	\$2,448	\$1,060	\$1,018	\$1,582	\$2,674	\$1,156	\$1,109	\$1,450	\$2,448	\$1,060	\$1,018	\$1,603	\$2,711	\$1,171	\$1,124
2009Ford Explorer "XLT" 2WD, 4 door	Minimum Liability		\$426	\$712	\$315	\$303	\$440	\$735	\$325	\$312	\$575	\$967	\$422	\$405	\$440	\$735	\$325	\$312	\$560	\$941	\$411	\$395
	Minimum Liability with Comprehensive and Collision		\$1,396	\$2,376	\$1,015	\$973	\$1,446	\$2,461	\$1,050	\$1,007	\$1,544	\$2,628	\$1,121	\$1,075	\$1,446	\$2,461	\$1,050	\$1,007	\$1,577	\$2,686	\$1,145	\$1,098
	100/300/50 Liability with Comprehensive and Collision		\$1,507	\$2,547	\$1,102	\$1,058	\$1,561	\$2,638	\$1,140	\$1,095	\$1,688	\$2,857	\$1,233	\$1,183	\$1,561	\$2,638	\$1,140	\$1,095	\$1,715	\$2,904	\$1,252	\$1,202
2010 Honda Odyssey "EX"	Minimum Liability		\$426	\$712	\$315	\$303	\$440	\$735	\$325	\$312	\$575	\$967	\$422	\$405	\$440	\$735	\$325	\$312	\$560	\$941	\$411	\$395
	Minimum Liability with Comprehensive and Collision		\$1,616	\$2,752	\$1,173	\$1,125	\$1,673	\$2,851	\$1,214	\$1,165	\$1,760	\$3,000	\$1,277	\$1,224	\$1,673	\$2,851	\$1,214	\$1,165	\$1,804	\$3,075	\$1,309	\$1,255
	100/300/50 Liability with Comprehensive and Collision		\$1,726	\$2,923	\$1,260	\$1,209	\$1,788	\$3,028	\$1,304	\$1,252	\$1,905	\$3,229	\$1,389	\$1,333	\$1,788	\$3,028	\$1,304	\$1,252	\$1,942	\$3,293	\$1,416	\$1,359
2011 Toyota Camry 2.5L 4 door Sedan	Minimum Liability		\$426	\$712	\$315	\$303	\$440	\$735	\$325	\$312	\$575	\$967	\$422	\$405	\$440	\$735	\$325	\$312	\$560	\$941	\$411	\$395
	Minimum Liability with Comprehensive and Collision		\$1,772	\$3,019	\$1,285	\$1,232	\$1,835	\$3,129	\$1,331	\$1,276	\$1,916	\$3,267	\$1,389	\$1,332	\$1,835	\$3,129	\$1,331	\$1,276	\$1,968	\$3,356	\$1,427	\$1,368
	100/300/50 Liability with Comprehensive and Collision		\$1,883	\$3,191	\$1,373	\$1,317	\$1,950	\$3,306	\$1,421	\$1,364	\$2,061	\$3,496	\$1,501	\$1,440	\$1,950	\$3,306	\$1,421	\$1,364	\$2,106	\$3,574	\$1,534	\$1,472
2011 Cadillac Seville "CTS" AWD WAG 4 door 3.0L	Minimum Liability		\$426	\$712	\$315	\$303	\$440	\$735	\$325	\$312	\$575	\$967	\$422	\$405	\$440	\$735	\$325	\$312	\$560	\$941	\$411	\$395
	Minimum Liability with Comprehensive and Collision		\$2,366	\$4,038	\$1,714	\$1,643	\$2,452	\$4,185	\$1,776	\$1,702	\$2,502	\$4,272	\$1,812	\$1,737	\$2,452	\$4,185	\$1,776	\$1,702	\$2,583	\$4,411	\$1,870	\$1,793
	100/300/50 Liability with Comprehensive and Collision		\$2,476	\$4,209	\$1,801	\$1,728	\$2,566	\$4,363	\$1,866	\$1,789	\$2,647	\$4,501	\$1,924	\$1,845	\$2,566	\$4,363	\$1,866	\$1,789	\$2,721	\$4,629	\$1,978	\$1,897
2010 Hyundai Santa Fe SE 4X2	Minimum Liability		\$426	\$712	\$315	\$303	\$440	\$735	\$325	\$312	\$575	\$967	\$422	\$405	\$440	\$735	\$325	\$312	\$560	\$941	\$411	\$395
	Minimum Liability with Comprehensive and Collision		\$1,706	\$2,907	\$1,238	\$1,187	\$1,768	\$3,013	\$1,282	\$1,230	\$1,850	\$3,153	\$1,342	\$1,286	\$1,768	\$3,013	\$1,282	\$1,230	\$1,898	\$3,237	\$1,377	\$1,320
	100/300/50 Liability with Comprehensive and Collision		\$1,817	\$3,079	\$1,326	\$1,272	\$1,882	\$3,190	\$1,372	\$1,317	\$1,994	\$3,382	\$1,453	\$1,394	\$1,882	\$3,190	\$1,372	\$1,317	\$2,036	\$3,455	\$1,484	\$1,424

**State:** Arkansas **Filing Company:** Sentry Insurance a Mutual Company  
**TOI/Sub-TOI:** 19.0 Personal Auto/19.0001 Private Passenger Auto (PPA)  
**Product Name:** Plain Talk Car  
**Project Name/Number:** AR PTC Project #33399/AR132900100003

## Supporting Document Schedules

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**State:** Arkansas **Filing Company:** Sentry Insurance a Mutual Company  
**TOI/Sub-TOI:** 19.0 Personal Auto/19.0001 Private Passenger Auto (PPA)  
**Product Name:** Plain Talk Car  
**Project Name/Number:** AR PTC Project #33399/AR132900100003

***Attachment Filing Form APCS.XLS is not a PDF document and cannot be reproduced here.***

**SENTRY INSURANCE A MUTUAL COMPANY**

**DECEMBER, 2012**

**ARKANSAS**

**PERSONAL LINES CAR MANUAL**

**RATE FILING MEMORANDUM**

- I.** Rate Level Development and Change
- II.** Rate Level Indications
- III.** Development of Factors Underlying the Indications
- IV.** Rate Level Development

**SENTRY INSURANCE A MUTUAL COMPANY  
ARKANSAS**

I. Rate Level Development and Change

Following are our proposed rate level changes as they appear on Exhibit I.

<u>Coverage</u>	<u>Rate Level Change</u>
Liability	6.2%
Comprehensive	-2.9%
Collision	<u>-1.7%</u>
 All Coverages combined	 <u>2.4%</u>

II. Rate Level Indications

Exhibit II displays indicated rate level changes. Total limits liability data was used in the development of the liability coverage calculations. The experience loss ratio is calculated on the same exhibits. These exhibits reflect fiscal year data from 7/1/2009 to 6/30/2012. We refer to this experience as 'rolling accident year'.

Note, at year end, rolling accident year equals calendar accident year. We have combined the experience for all of our programs in Sentry Insurance a Mutual Company for credibility purposes.

Our indicated rate level needs are:

<u>Coverage</u>	<u>Indication</u>
Liability	7.9%
Comprehensive	-5.0%
Collision	<u>-2.8%</u>
 All Coverages combined	 <u>2.4%</u>



### III. Development of Factors Underlying the Indications

#### A. Rate Level History / Current Rate Level Factors

Exhibits III-A and III-B display rate level history and current rate level factors. The parallelogram method was used to develop the factors.

#### B. Model Year Premium Trend

To recognize the increased revenues collected as a result of the model year structure in place, our physical damage premiums have been adjusted using the average annual factors. These factors were developed using our own countrywide data. The methodology is the same as used in past filings approved by your department. The average factors are arrived at by multiplying the number of cars by the factors for each symbol and age. These factors are then summed by symbol and age. The total for the year is then divided by the previous year's total to generate the annual effect for that year. These are the model year premium trends appearing on Exhibit IV. The factors on Exhibit II are trended to six months beyond the effective date.

#### C. Loss Development Factors

The factors used to develop incurred losses and ALAE to an ultimate incurred level are reflected on Exhibit V. We selected the age-to-age factors based on an analysis of the factors shown and the average of the latest five diagonals, excluding the high and low value.

#### D. Trend Data

The annual loss trend factors used in this filing, as shown on Exhibit VI are based upon first quarter 2012 ISO Fast Track Data. On Exhibit II, losses are trended from the average accident date to nine months beyond an assumed effective date of September 30, 2012.

A trend of 1.040 was selected for bodily injury, 1.050 for uninsured motorists, 1.020 for property damage, 1.050 for medical expenses, 1.020 for collision and 0.970 for comprehensive. For bodily injury and comprehensive we indexed the data based on ISO Fast Track as of first quarter 2012; this is referred to as 'retrospective trend', Exhibit VII.

## E. Credibility

The credibility method used is the square root method with 1,082 claims representing full credibility. This is the number of claims required so that the probability of being within 5% of the true loss ratio is 0.90. Exhibit II displays the credibility factors used with this filing.

## F. Loss Adjustment Expenses

The auto ratemaking formula includes loss adjustment expense with losses in arriving at a permissible loss + LAE ratio. Because our case losses + ALAE includes a portion of the allocable unallocated loss expense for individual claims, we adjusted our ULAE factor. Our auto expense review indicates that unallocated loss adjustment expenses are currently 11.2% for liability and 14.1% for physical damage, of the losses reflected on Exhibit II. The "Projected Loss and LAE ratio" on this exhibit also reflects the application of loss development factors, which brings the rolling accident year losses + LAE to an ultimate settlement basis.

## G. Underwriting Expenses

Exhibit VIII contains our latest countrywide personal automobile expense data used in the development of our rate level indications.

The 2.44% pension cost included in the expense exhibit represents the estimated annual cost for the Sentry Insurance employees' defined benefit pension plan. \$27 million has been selected as a long range estimate of cost for the plan. This total cost is allocated among all product types in a manner similar to the method used to allocate other employee benefits.

Due to accounting rule changes, the cost of the pension plan has not consistently been included in the insurance expense exhibit (IEE). However, the contributions to the plan have continued to reduce surplus through the operation of a non admitted asset. Note 12 of the annual statement discloses the financial information for the plan. It indicates that \$100 million was contributed to the plan over the last two years. Neither the contributions to the plan, nor the cost as calculated under the accounting rules and shown in the IEE is an appropriate basis for the pension expense that should be included in the pricing of the products. A more stable value, one not sensitive to changes caused by such factors as the change in the market value of assets and liabilities is more appropriate. \$27 million has been selected as a long range estimate of the annual cost of the plan appropriate for use in pricing.

## H. Investment Income

Exhibit IX details the calculation of the profit provision included in our indicated rate level changes. We use a cash flow analysis to determine the needed underwriting profit necessary to meet a targeted after-federal-income-tax rate of return of 7.8%. A duration matched risk-free investment rate is applied to the available cash flows to determine the applicable investment income.

#### IV. Rate Level Development

##### **A. Base Rates**

SIAMCO base rates, as reflected on Exhibit X, have been developed by coverage based on indications. Rates were also offset for the impact of the changes below.

##### **B. Model Year Factors**

The Model Year factors for both Collision and Comprehensive have been re-based to a base year of 2013. Previously, the base year was 2011. The factors themselves have also been revised. Exhibit XI calculates the impact of this change.

# ARKANSAS EFFECT OF RATE CHANGE

Exhibit I

	IN FORCE @ 8/01/12	BASE RATE % CHANGE	ALL CLASS % CHANGE
		-----	-----
Liability PKG	\$ 9,244	0.0%	0.0%
BI Split	55,048	7.2%	7.2%
PD Split	28,850	8.0%	8.0%
PIP	8,340	0.4%	0.4%
MED			
UM/UIM	10,314	6.4%	6.4%
TOTAL LIABILITY	111,797	6.2%	6.2%
Comprehensive	32,118	0.3%	-3.0%
Towing	394	0.0%	0.0%
Rental	516	0.0%	0.0%
Sub-Total Comp	33,028	0.3%	-2.9%
Collision	61,118	22.6%	-1.7%
TOTAL PHYS DAM	94,146	14.8%	-2.1%
ALL COVERAGES	205,943	10.2%	2.4%

STANDARD PAYBACK PAYBACK REWARDS MIDDLESEX  
CREDIBILITY WEIGHTED INDICATIONS

Exhibit II

As of 6/30/2012  
Trended to 6/30/2013

## ARKANSAS

		Rolling Accident Year	BI	PD	UM	MP	PI	Total Liability	CP	CL	Physical Damage	TOTAL
1 Earned Premium Excluding fees		2010	77,460	39,014	12,293	11,158	0	139,925	40,777	77,697	118,474	258,399
		2011	69,619	35,063	11,340	10,007	0	126,029	37,159	70,704	107,863	233,892
		2012	67,698	34,150	11,144	8,955	0	121,947	34,939	65,112	100,050	221,998
	Total		214,777	108,227	34,778	30,120	0	387,901	112,875	213,513	326,388	714,289
2 Installment Fees		2010	1,085	547	172	156	0	1,961	571	1,089	1,660	3,621
		2011	974	490	159	140	0	1,763	520	989	1,508	3,271
		2012	866	437	143	115	0	1,561	447	833	1,281	2,841
	Total		2,926	1,474	473	411	0	5,284	1,538	2,911	4,449	9,733
3 Case Incurred Losses and ALAE		2010	88,785	24,004	0	0	0	112,789	1,377	18,338	19,715	132,504
		2011	907	16,480	0	0	0	17,388	11,037	7,924	18,961	36,348
		2012	10,274	13,976	16,761	0	0	41,012	0	1,409	1,409	42,421
	Total		99,966	54,461	16,761	0	0	171,188	12,414	27,671	40,085	211,274
4 Loss Develop. Factors 12 month case		2010	1.147	1.002	1.217	1.000	0.981		1.001	0.995		
		2011	1.399	1.006	1.479	1.000	0.970		1.001	0.987		
		2012	2.504	1.089	3.328	1.000	1.079		1.041	0.937		
5 Estimated Ultimate Losses (3)x(4)		2010	101,836	24,055	1,205	0	0	127,097	1,378	18,252	19,630	146,727
		2011	1,269	16,579	2,018	0	0	19,866	11,048	7,822	18,871	38,737
		2012	25,726	15,226	20,755	0	0	61,706	0	1,321	1,321	63,028
	Total		128,832	55,860	23,978	0	0	208,669	12,426	27,396	39,822	248,491
6a Current Rate Level adjustment factors (Premium)		2010	1.107	1.110	1.086	1.005	1.000		1.125	1.064		
		2011	1.105	1.107	1.085	1.005	1.000		1.123	1.064		
		2012	1.014	1.015	1.012	1.001	1.000		1.017	1.009		
6b (Installment fees)		2010	1.000	1.000	1.000	1.000	1.000		1.000	1.000		
		2011	1.000	1.000	1.000	1.000	1.000		1.000	1.000		
		2012	1.000	1.000	1.000	1.000	1.000		1.000	1.000		
7 Model Year Factors		2010							1.122	1.122		
		2011							1.083	1.083		
		2012							1.045	1.045		
8 Earned Premiums at current rate levels (1)x(6a)x(7)+(2)x(6b)		2010	86,819	43,834	13,520	11,369	0	155,542	52,049	93,872	145,920	301,462
		2011	77,873	39,320	12,459	10,197	0	139,848	45,722	82,430	128,152	268,001
		2012	69,521	35,115	11,417	9,077	0	125,130	37,596	69,521	107,116	232,246
	Total		234,212	118,269	37,396	30,643	0	420,520	135,366	245,823	381,189	801,709
9 ULAE Factors		2010	1.1120	1.1120	1.1120	1.1120	1.1120		1.1410	1.1410		
		2011	1.1120	1.1120	1.1120	1.1120	1.1120		1.1410	1.1410		
		2012	1.1120	1.1120	1.1120	1.1120	1.1120		1.1410	1.1410		
10 New Business Strain Factor		2010	1.000	1.000	1.000	1.000	1.000		1.000	1.000	3 year NBS: 1.000	1.000
		2011	1.000	1.000	1.000	1.000	1.000		1.000	1.000		1.000
		2012	1.000	1.000	1.000	1.000	1.000		1.000	1.000		1.000
11 Trend Factors		2010	1.149	1.072	1.000	1.000	1.000		0.899	1.072		
		2011	1.082	1.051	1.000	1.000	1.000		0.927	1.051		
		2012	1.061	1.030	1.076	1.000	1.000		1.000	1.030		
	Expected Future Trend		1.040	1.020	1.050	1.050	1.000		0.970	1.020		
12 Developed/Trended Losses and LAE (5)x(9)x(10)x(11)		2010	130,145	28,671	1,508	0	0	160,324	1,413	22,322	23,735	184,058
		2011	1,527	19,373	2,485	0	0	23,385	11,681	9,379	21,060	44,444
		2012	30,341	17,441	24,832	0	0	72,614	0	1,553	1,553	74,167
	Total		162,012	65,485	28,825	0	0	256,322	13,094	33,253	46,347	302,669
13 Projected Loss and LAE ratio - w/ on-level prem (12)/(8)		2010	149.9%	65.4%	11.2%	0.0%	0.0%	103.1%	2.7%	23.8%	16.3%	61.1%
		2011	2.0%	49.3%	19.9%	0.0%	0.0%	16.7%	25.5%	11.4%	16.4%	16.6%
		2012	43.6%	49.7%	217.5%	0.0%	0.0%	58.0%	0.0%	2.2%	1.4%	31.9%
	3 year experience		69.2%	55.4%	77.1%	0.0%	0.0%	61.0%	9.7%	13.5%	12.2%	37.8%
	2 year experience		21.6%	49.5%	114.4%	0.0%	0.0%	36.2%	14.0%	7.2%	9.6%	23.7%
	1 year experience		43.6%	49.7%	217.5%	0.0%	0.0%	58.0%	0.0%	2.2%	1.4%	31.9%
14 Commission Expense (Variable)			12.5%	12.5%	12.5%	12.5%	12.5%		12.5%	12.5%		
	General Expense (Fixed)		24.7%	24.7%	24.7%	24.7%	24.7%		24.7%	24.7%		
	Pension Expense (Fixed)		2.4%	2.4%	2.4%	2.4%	2.4%		2.4%	2.4%		
	Premium Tax		2.1%	2.1%	2.1%	2.1%	2.1%		2.1%	2.1%		
	U/W Expenses (Subtotal)		41.8%	41.8%	41.8%	41.8%	41.8%		41.8%	41.8%		
	Profit		6.6%	6.6%	6.6%	6.6%	6.6%		5.6%	5.6%		
	A/R Load		0.0%	0.0%	0.0%	0.0%	0.0%		0.0%	0.0%		
	Dividend Factor		24.1%	24.1%	24.1%	24.1%	24.1%		24.7%	24.7%		
	Total		72.6%	72.6%	72.6%	72.6%	72.6%		72.1%	72.1%		
15 Permissible Loss, LAE & Fixed Exp ratio 1-(14)+Fixed expenses			54.6%	54.6%	54.6%	54.6%	54.6%		55.0%	55.0%		
16 Trended Permissible Loss and LAE ratio 1-(14)x(11)			28.5%	28.0%	28.8%	28.8%	27.4%		27.1%	28.5%		
17 Claims Received		2010	4	8	0	2	0	14	4	13	17	31
		2011	2	2	0	0	0	4	8	6	14	18
		2012	5	9	2	0	0	16	0	3	3	19
18 Credibility	3 year exp		10.0%	13.0%	4.0%	4.0%	0.0%		11.0%	14.0%		
	2 year exp		8.0%	10.0%	4.0%	0.0%	0.0%		9.0%	9.0%		
	1 year exp		7.0%	9.0%	4.0%	0.0%	0.0%		0.0%	5.0%		
19 Weighted Loss, LAE & Fixed Exp ratio (18)x(13)+(1-(18))x(16)+Fixed expenses	3 year exp		59.7%	58.7%	57.9%	54.8%	54.6%		52.3%	53.5%		
	2 year exp		55.1%	57.3%	59.4%	56.0%	54.6%		53.0%	53.7%		
	1 year exp		56.7%	57.1%	63.5%	56.0%	54.6%		54.2%	54.3%		
20 Indicated rate level change (19)/(15)	3 year exp		9.4%	7.5%	6.1%	0.4%	0.0%	7.9%	-5.0%	-2.8%	-3.6%	2.4%
	2 year exp		0.9%	5.0%	8.8%	2.6%	0.0%	2.9%	-3.7%	-2.4%	-2.9%	0.2%
	1 year exp		3.9%	4.6%	16.3%	2.6%	0.0%	5.1%	-1.5%	-1.3%	-1.4%	2.1%
	Selected		9.4%	7.5%	6.1%	0.4%	0.0%	7.9%	-5.0%	-2.8%	-3.6%	2.4%

\*Estimated ultimate losses for UM are calculated using the BF method, utilizing the LDFs in section 4 and an expected loss ratio of 50% applied to on-level earned premium.

# PERSONAL AUTO - Rolling Accident Year

Current Rate Level Factors - By Coverage  
Semi-annual Policies

Exhibit III

As of date	yyyy	mm	dd															
	2012	6	30															
State:	Arkansas	AR		CSL	Split BI	Split PD	PIP	UM	Med Pay	Comprehensive	Collision							
Poltype:	Standard			Rt chg	Cumul.	Rt chg	Cumul.	Rt chg	Cumul.	Rt chg	Cumul.	Rt chg	Cumul.	Rt chg	Cumul.	Rt chg	Cumul.	
Rate Change	1992	5	13	1.6%	1.000	1.8%	1.000	1.7%	1.000	2.2%	1.000	0.0%	1.000	-2.3%	1.000	-3.9%	1.000	
Dates	1992	11	18	10.4%	1.122	12.6%	1.146	6.4%	1.082	18.3%	1.169	0.0%	1.022	0.0%	1.000	6.0%	1.036	-3.9%
	1993	6	17	17.1%	1.313	18.5%	1.358	13.8%	1.231	44.4%	1.688	51.4%	1.547	0.0%	1.000	-4.2%	0.992	-11.5%
	1995	7	31	-1.1%	1.299	-0.4%	1.353	-2.0%	1.207	8.1%	1.824	1.9%	1.577	0.0%	1.000	-16.2%	0.831	1.5%
	1996	12	12	11.0%	1.442	11.5%	1.508	10.4%	1.332	0.0%	1.824	0.0%	1.577	4.7%	1.047	1.3%	0.842	5.4%
	2003	6	2	25.0%	1.802	25.0%	1.886	25.1%	1.667	9.4%	1.996	25.0%	1.971	0.0%	1.047	0.1%	0.843	10.8%
	2005	3	23	21.6%	2.192	30.3%	2.457	20.2%	2.003	-0.4%	1.988	1.7%	2.004	-0.4%	1.043	-2.8%	0.819	0.2%
	2006	3	8	7.1%	2.347	5.9%	2.602	10.0%	2.204	0.0%	1.988	0.0%	2.004	0.0%	1.043	-0.3%	0.817	-0.8%
	2011	5	20	3.4%	2.427	2.1%	2.657	6.0%	2.336	0.0%	1.988	3.9%	2.083	0.0%	1.043	6.6%	0.871	3.8%

Year	CSL		Split BI		Split PD		PIP		UM		Med Pay		Comprehensive		Collision	
	Ave Rate	Curr Level	Ave Rate	Curr Level	Ave Rate	Curr Level	Ave Rate	Curr Level	Ave Rate	Curr Level	Ave Rate	Curr Level	Ave Rate	Curr Level	Ave Rate	Curr Level
2007	2.342	1.037	2.597	1.023	2.196	1.064	1.988	1.000	2.004	1.039	1.043	1.000	0.817	1.066	0.963	1.038
2008	2.347	1.034	2.602	1.021	2.204	1.060	1.988	1.000	2.004	1.039	1.043	1.000	0.817	1.066	0.963	1.038
2009	2.347	1.034	2.602	1.021	2.204	1.060	1.988	1.000	2.004	1.039	1.043	1.000	0.817	1.066	0.963	1.038
2010	2.347	1.034	2.602	1.021	2.204	1.060	1.988	1.000	2.004	1.039	1.043	1.000	0.817	1.066	0.963	1.038
2011	2.348	1.034	2.603	1.021	2.205	1.059	1.988	1.000	2.005	1.038	1.043	1.000	0.818	1.065	0.963	1.038
2012	2.415	1.005	2.648	1.003	2.316	1.009	1.988	1.000	2.071	1.006	1.043	1.000	0.863	1.009	0.994	1.006

# PERSONAL AUTO - Rolling Accident Year

Current Rate Level Factors - By Coverage  
Semi-annual Policies

As of date	yyyy	mm	dd															
	2012	6	30															
State:	Arkansas	AR		CSL	Split BI	Split PD	PIP	UM	Med Pay	Comprehensive	Collision							
Poltype:	Payback			Rt chg	Cumul.	Rt chg	Cumul.	Rt chg	Cumul.	Rt chg	Cumul.	Rt chg	Cumul.	Rt chg	Cumul.	Rt chg	Cumul.	
Rate Change	1992	5	13	0.0%	1.000	10.8%	1.108	7.7%	1.077	14.1%	1.141	7.1%	1.071	0.0%	1.000	6.3%	1.063	4.3%
Dates	1992	11	18	0.0%	1.000	18.2%	1.310	13.4%	1.221	20.0%	1.369	0.0%	1.071	0.0%	1.000	11.1%	1.181	1.5%
	1993	6	17	0.0%	1.000	21.9%	1.596	16.1%	1.418	48.6%	2.035	65.8%	1.776	0.0%	1.000	-1.3%	1.166	-8.9%
	1995	7	31	0.0%	1.000	15.1%	1.838	13.9%	1.615	23.9%	2.521	4.4%	1.854	0.0%	1.000	-11.5%	1.032	4.0%
	1996	12	12	0.0%	1.000	10.7%	2.034	10.6%	1.786	0.0%	2.521	0.0%	1.854	4.8%	1.048	-0.1%	1.031	5.5%
	2003	6	2	0.0%	1.000	2.5%	2.085	25.2%	2.236	9.2%	2.753	1.1%	1.874	0.0%	1.048	-0.1%	1.030	0.1%
	2005	3	23	0.0%	1.000	5.9%	2.208	1.1%	2.261	3.5%	2.849	3.4%	1.938	-0.5%	1.043	-7.9%	0.948	-2.5%
	2006	3	8	0.0%	1.000	11.2%	2.455	0.0%	2.261	0.0%	2.849	0.0%	1.938	0.0%	1.043	-0.2%	0.946	-0.8%
	2011	5	20	0.0%	1.000	12.8%	2.770	12.1%	2.535	0.6%	2.866	9.6%	2.124	0.6%	1.049	13.8%	1.077	7.0%

Year	CSL		Split BI		Split PD		PIP		UM		Med Pay		Comprehensive		Collision	
	Ave Rate	Curr Level	Ave Rate	Curr Level	Ave Rate	Curr Level	Ave Rate	Curr Level	Ave Rate	Curr Level	Ave Rate	Curr Level	Ave Rate	Curr Level	Ave Rate	Curr Level
2007	1.000	1.000	2.446	1.132	2.261	1.121	2.849	1.006	1.938	1.096	1.043	1.006	0.946	1.138	1.025	1.070
2008	1.000	1.000	2.455	1.128	2.261	1.121	2.849	1.006	1.938	1.096	1.043	1.006	0.946	1.138	1.024	1.070
2009	1.000	1.000	2.455	1.128	2.261	1.121	2.849	1.006	1.938	1.096	1.043	1.006	0.946	1.138	1.024	1.070
2010	1.000	1.000	2.455	1.128	2.261	1.121	2.849	1.006	1.938	1.096	1.043	1.006	0.946	1.138	1.024	1.070
2011	1.000	1.000	2.459	1.126	2.264	1.119	2.849	1.006	1.940	1.095	1.043	1.006	0.948	1.136	1.025	1.069
2012	1.000	1.000	2.722	1.017	2.493	1.017	2.864	1.001	2.096	1.013	1.048	1.001	1.057	1.019	1.085	1.010

**SUMMARY OF EFFECT OF MODEL YEAR PREMIUM TRENDS**

<u>YEAR</u>	<u>Comprehensive</u>	<u>Collision</u>
2007	4.3%	4.2%
2008	3.7%	3.7%
2009	3.8%	3.8%
2010	3.0%	3.1%
2011	4.0%	3.9%
Average	3.8%	3.7%
3 year average	3.6%	3.6%
Selected	<u>3.6%</u>	<u>3.6%</u>

# COUNTRYWIDE AUTO ROLLING YEAR LDF'S - @ 6/2012

Exhibit V

All Policy Types

COVERAGE = BI ONLY

Rolling Accident Year			<u>12 mos.</u>	<u>24 mos.</u>	<u>36 mos.</u>	<u>48 mos.</u>	<u>60 mos.</u>	<u>72 mos.</u>	<u>84 mos.</u>	<u>96 mos.</u>	<u>108 mos.</u>	<u>120 mos.</u>	<u>132 mos.</u>
<u>Begin qtr</u>		<u>End Qtr</u>											
	-												
03/2002	-	02/2003	9,158,905	14,409,711	18,649,490	20,287,595	20,906,408	21,088,201	21,126,939	21,145,213	21,146,296	21,146,296	
03/2003	-	02/2004	5,673,979	11,120,951	12,483,562	13,364,571	13,926,810	13,958,683	13,959,385	13,959,385	13,959,385		
03/2004	-	02/2005	6,065,666	10,356,812	12,343,800	13,448,625	14,302,236	14,437,669	14,453,801	14,455,105			
03/2005	-	02/2006	4,496,406	7,657,488	9,839,449	10,833,944	11,014,873	11,039,731	11,050,322				
03/2006	-	02/2007	3,773,371	6,558,523	8,577,418	9,371,190	10,158,154	10,205,669					
03/2007	-	02/2008	4,430,181	8,241,407	9,838,546	11,119,764	11,346,421						
03/2008	-	02/2009	5,850,581	9,898,608	11,704,521	12,740,055							
03/2009	-	02/2010	6,388,324	11,775,174	13,348,072								
03/2010	-	02/2011	7,503,833	13,319,018									
03/2011	-	02/2012	5,606,048										
Age-Age factors			<u>12-24</u>	<u>24 -36</u>	<u>36-48</u>	<u>48-60</u>	<u>60-72</u>	<u>72-84</u>	<u>84-96</u>	<u>96-108</u>	<u>108-120</u>	<u>120-132</u>	
	-												
03/2002	-	02/2003	1.573	1.294	1.088	1.031	1.009	1.002	1.001	1.000	1.000		
03/2003	-	02/2004	1.960	1.123	1.071	1.042	1.002	1.000	1.000	1.000			
03/2004	-	02/2005	1.707	1.192	1.090	1.063	1.009	1.001	1.000				
03/2005	-	02/2006	1.703	1.285	1.101	1.017	1.002	1.001					
03/2006	-	02/2007	1.738	1.308	1.093	1.084	1.005						
03/2007	-	02/2008	1.860	1.194	1.130	1.020							
03/2008	-	02/2009	1.692	1.182	1.088								
03/2009	-	02/2010	1.843	1.134									
03/2010	-	02/2011	1.775										
Last 3 factors			1.770	1.170	1.104	1.040	1.005	1.001	1.000	1.000	1.000		
Last 5 excl high/low			1.785	1.220	1.094	1.042	1.005	1.001	1.000	1.000	1.000		
<b>Selected</b>			<b>1.790</b>	<b>1.220</b>	<b>1.095</b>	<b>1.040</b>	<b>1.005</b>	<b>1.001</b>	<b>1.001</b>	<b>1.000</b>	<b>1.000</b>	<b>1.000</b>	
Cumul last 3			2.392	1.351	1.155	1.046	1.006	1.001	1.000	1.000	1.000	1.000	
Cumul last 5 excl high/low			2.497	1.399	1.147	1.048	1.006	1.001	1.000	1.000	1.000	1.000	
<b>Selected</b>			<b>2.504</b>	<b>1.399</b>	<b>1.147</b>	<b>1.047</b>	<b>1.007</b>	<b>1.002</b>	<b>1.001</b>	<b>1.000</b>	<b>1.000</b>	<b>1.000</b>	



# COUNTRYWIDE AUTO ROLLING YEAR LDF'S - @ 6/2012

Exhibit V

All Policy Types

COVERAGE = PIP & MEDPAY ONLY

Rolling Accident Year		<u>12 mos.</u>	<u>24 mos.</u>	<u>36 mos.</u>	<u>48 mos.</u>	<u>60 mos.</u>	<u>72 mos.</u>	<u>84 mos.</u>	<u>96 mos.</u>	<u>108 mos.</u>	<u>120 mos.</u>	<u>132 mos.</u>
<u>Begin qtr</u>	<u>End Qtr</u>											
-												
03/2002	02/2003	2,982,869	3,553,027	3,595,162	3,575,469	3,624,169	3,769,826	3,769,449	3,772,711	3,774,316	3,774,016	
03/2003	02/2004	2,320,421	2,629,445	2,646,875	2,651,675	2,628,512	2,615,523	2,620,442	2,622,718	2,622,222		
03/2004	02/2005	1,596,861	1,751,386	1,783,843	1,777,072	1,719,164	1,714,688	1,714,688	1,714,688			
03/2005	02/2006	1,682,616	1,880,708	1,809,156	1,788,224	1,815,913	1,819,676	1,820,884				
03/2006	02/2007	1,491,002	1,858,910	1,843,691	1,823,570	1,816,077	1,814,720					
03/2007	02/2008	1,939,379	2,128,022	2,126,723	2,097,791	2,076,141						
03/2008	02/2009	1,637,641	1,825,233	1,820,244	1,794,049							
03/2009	02/2010	2,592,305	3,010,928	2,960,235								
03/2010	02/2011	5,573,157	5,009,253									
03/2011	02/2012	2,851,259										
Age-Age factors		<u>12-24</u>	<u>24 -36</u>	<u>36-48</u>	<u>48-60</u>	<u>60-72</u>	<u>72-84</u>	<u>84-96</u>	<u>96-108</u>	<u>108-120</u>	<u>120-132</u>	
-												
03/2002	02/2003	1.191	1.012	0.995	1.014	1.040	1.000	1.001	1.000	1.000		
03/2003	02/2004	1.133	1.007	1.002	0.991	0.995	1.002	1.001	1.000			
03/2004	02/2005	1.097	1.019	0.996	0.967	0.997	1.000	1.000				
03/2005	02/2006	1.118	0.962	0.988	1.015	1.002	1.001					
03/2006	02/2007	1.247	0.992	0.989	0.996	0.999						
03/2007	02/2008	1.097	0.999	0.986	0.990							
03/2008	02/2009	1.115	0.997	0.986								
03/2009	02/2010	1.161	0.983									
03/2010	02/2011	0.899										
Last 3 factors		1.058	0.993	0.987	1.000	1.000	1.001	1.001	1.000	1.000		
Last 5 excl high/low		1.124	0.991	0.988	0.992	1.000	1.000	1.001	1.000	1.000		
Selected		<b>1.112</b>	<b>0.989</b>	<b>0.989</b>	<b>0.992</b>	<b>0.999</b>	<b>1.000</b>	<b>1.001</b>	<b>1.000</b>	<b>1.000</b>	<b>1.000</b>	
Cumul last 3		1.039	0.982	0.989	1.002	1.002	1.002	1.001	1.000	1.000	1.000	
Cumul last 5 excl high/low		1.093	0.972	0.981	0.993	1.001	1.001	1.001	1.000	1.000	1.000	
Selected		<b>1.079</b>	<b>0.970</b>	<b>0.981</b>	<b>0.992</b>	<b>1.000</b>	<b>1.001</b>	<b>1.001</b>	<b>1.000</b>	<b>1.000</b>	<b>1.000</b>	



# COUNTRYWIDE AUTO ROLLING YEAR LDF'S - @ 6/2012

Exhibit V

All Policy Types

COVERAGE = UM ONLY

Rolling Accident Year		<u>12 mos.</u>	<u>24 mos.</u>	<u>36 mos.</u>	<u>48 mos.</u>	<u>60 mos.</u>	<u>72 mos.</u>	<u>84 mos.</u>	<u>96 mos.</u>	<u>108 mos.</u>	<u>120 mos.</u>	<u>132 mos.</u>
<u>Begin qtr</u>	<u>End Qtr</u>											
-												
03/2002	02/2003	1,435,823	3,138,308	4,297,748	4,715,565	4,986,892	5,322,118	5,384,882	5,459,658	5,465,823	5,463,302	
03/2003	02/2004	1,141,490	2,796,126	3,570,221	3,923,951	4,013,715	4,134,510	4,143,329	4,142,036	4,142,036		
03/2004	02/2005	1,187,936	1,989,562	2,387,186	2,545,309	2,627,741	2,766,300	2,791,135	2,773,921			
03/2005	02/2006	967,892	1,737,541	2,022,551	2,263,546	2,436,513	2,415,638	2,441,230				
03/2006	02/2007	983,561	2,304,358	3,016,792	3,307,945	3,526,087	3,519,294					
03/2007	02/2008	1,084,803	2,660,642	3,117,790	3,882,236	4,202,631						
03/2008	02/2009	1,204,042	2,689,336	3,014,281	3,321,499							
03/2009	02/2010	1,119,937	2,446,313	3,339,634								
03/2010	02/2011	2,102,063	3,505,982									
03/2011	02/2012	1,385,690										
Age-Age factors		<u>12-24</u>	<u>24 -36</u>	<u>36-48</u>	<u>48-60</u>	<u>60-72</u>	<u>72-84</u>	<u>84-96</u>	<u>96-108</u>	<u>108-120</u>	<u>120-132</u>	
-												
03/2002	02/2003	2.186	1.369	1.097	1.058	1.067	1.012	1.014	1.001	1.000		
03/2003	02/2004	2.450	1.277	1.099	1.023	1.030	1.002	1.000	1.000			
03/2004	02/2005	1.675	1.200	1.066	1.032	1.053	1.009	0.994				
03/2005	02/2006	1.795	1.164	1.119	1.076	0.991	1.011					
03/2006	02/2007	2.343	1.309	1.097	1.066	0.998						
03/2007	02/2008	2.453	1.172	1.245	1.083							
03/2008	02/2009	2.234	1.121	1.102								
03/2009	02/2010	2.184	1.365									
03/2010	02/2011	1.668										
Last 3 factors		2.029	1.219	1.148	1.075	1.014	1.007	1.002	1.001	1.000		
Last 5 excl high/low		2.254	1.215	1.106	1.058	1.027	1.010	1.002	1.001	1.000		
Selected		<b>2.250</b>	<b>1.215</b>	<b>1.106</b>	<b>1.058</b>	<b>1.027</b>	<b>1.010</b>	<b>1.002</b>	<b>1.001</b>	<b>1.000</b>	<b>1.000</b>	
Cumul last 3		3.125	1.540	1.263	1.100	1.024	1.010	1.003	1.001	1.000	1.000	
Cumul last 5 excl high/low		3.332	1.478	1.217	1.100	1.040	1.013	1.003	1.001	1.000	1.000	
Selected		<b>3.328</b>	<b>1.479</b>	<b>1.217</b>	<b>1.101</b>	<b>1.040</b>	<b>1.013</b>	<b>1.003</b>	<b>1.001</b>	<b>1.000</b>	<b>1.000</b>	

# COUNTRYWIDE AUTO ROLLING YEAR LDF'S - @ 6/2012

Exhibit V

All Policy Types

COVERAGE = COLLISION ONLY

Rolling Accident Year		<u>12 mos.</u>	<u>24 mos.</u>	<u>36 mos.</u>	<u>48 mos.</u>	<u>60 mos.</u>	<u>72 mos.</u>	<u>84 mos.</u>	<u>96 mos.</u>	<u>108 mos.</u>	<u>120 mos.</u>	<u>132 mos.</u>
<u>Begin qtr</u>	<u>End Qtr</u>											
-												
03/2002	- 02/2003	12,567,667	11,979,574	11,819,256	11,782,771	11,781,076	11,768,451	11,759,442	11,753,741	11,748,958	11,745,639	
03/2003	- 02/2004	9,874,720	9,280,025	9,219,089	9,183,166	9,176,480	9,168,697	9,165,627	9,164,289	9,163,314		
03/2004	- 02/2005	9,013,809	8,438,054	8,340,895	8,297,402	8,286,966	8,279,710	8,274,891	8,273,143			
03/2005	- 02/2006	8,840,801	8,442,430	8,276,051	8,255,594	8,242,993	8,227,375	8,225,028				
03/2006	- 02/2007	9,231,339	8,721,340	8,667,058	8,634,507	8,629,578	8,625,902					
03/2007	- 02/2008	10,342,982	9,851,059	9,766,413	9,754,194	9,751,367						
03/2008	- 02/2009	10,621,731	10,070,033	10,003,418	9,980,528							
03/2009	- 02/2010	9,698,744	9,271,775	9,199,699								
03/2010	- 02/2011	9,835,107	9,370,056									
03/2011	- 02/2012	8,361,468										
Age-Age factors		<u>12-24</u>	<u>24 -36</u>	<u>36-48</u>	<u>48-60</u>	<u>60-72</u>	<u>72-84</u>	<u>84-96</u>	<u>96-108</u>	<u>108-120</u>	<u>120-132</u>	
-												
03/2002	- 02/2003	0.953	0.987	0.997	1.000	0.999	0.999	1.000	1.000	1.000		
03/2003	- 02/2004	0.940	0.993	0.996	0.999	0.999	1.000	1.000	1.000			
03/2004	- 02/2005	0.936	0.988	0.995	0.999	0.999	0.999	1.000				
03/2005	- 02/2006	0.955	0.980	0.998	0.998	0.998	1.000					
03/2006	- 02/2007	0.945	0.994	0.996	0.999	1.000						
03/2007	- 02/2008	0.952	0.991	0.999	1.000							
03/2008	- 02/2009	0.948	0.993	0.998								
03/2009	- 02/2010	0.956	0.992									
03/2010	- 02/2011	0.953										
Last 3 factors		0.952	0.992	0.998	0.999	0.999	1.000	1.000	1.000	1.000		
Last 5 excl high/low		0.951	0.992	0.997	0.999	0.999	1.000	1.000	1.000	1.000		
Selected		<b>0.950</b>	<b>0.992</b>	<b>0.997</b>	<b>0.999</b>	<b>1.000</b>	<b>1.000</b>	<b>1.000</b>	<b>1.000</b>	<b>1.000</b>	<b>1.000</b>	
Cumul last 3		0.940	0.988	0.996	0.998	0.999	1.000	1.000	1.000	1.000	1.000	
Cumul last 5 excl high/low		0.938	0.987	0.995	0.998	0.999	1.000	1.000	1.000	1.000	1.000	
Selected		<b>0.937</b>	<b>0.987</b>	<b>0.995</b>	<b>0.998</b>	<b>0.999</b>	<b>0.999</b>	<b>1.000</b>	<b>1.000</b>	<b>1.000</b>	<b>1.000</b>	

## Exhibit V

**COVERAGE = COMPREHENSIVE ONLY**

[illegible]

# Private Passenger Automobile Fast Track Data - First Quarter 2012

## ARKANSAS

Exhibit VI

### Bodily Injury

4 Qtrs Ending		(x)	(x)^2		"y" Freq	ln(y)	(x)*ln(y)	a'x + b' Fitted	"y" Severity	ln(y)	(x)*ln(y)	a'x + b' Fitted	"y" PurePrem	ln(y)	(x)*ln(y)	a'x + b' Fitted
2008	1st	0	0													
2008	2nd	1	1	16	0.92	(0.086)	-0.086	0.90	12,947	9.469	9.469	13,050	118.82	4.778	4.778	116.83
2008	3rd	2	4	15	0.91	(0.094)	-0.188	0.90	13,103	9.481	18.961	13,140	119.29	4.782	9.563	117.79
2008	4th	3	9	14	0.90	(0.105)	-0.314	0.90	13,297	9.495	28.486	13,232	119.75	4.785	14.356	118.76
2009	1st	4	16	13	0.89	(0.112)	-0.448	0.90	13,359	9.500	38.000	13,323	119.44	4.783	19.131	119.74
2009	2nd	5	25	12	0.89	(0.121)	-0.603	0.90	13,498	9.510	47.551	13,416	119.65	4.785	23.923	120.73
2009	3rd	6	36	11	0.89	(0.119)	-0.714	0.90	13,595	9.517	57.105	13,509	120.69	4.793	28.760	121.72
2009	4th	7	49	10	0.89	(0.114)	-0.799	0.90	13,583	9.517	66.616	13,603	121.18	4.797	33.581	122.73
2010	1st	8	64	9	0.89	(0.113)	-0.908	0.90	13,675	9.523	76.187	13,697	122.09	4.805	38.438	123.74
2010	2nd	9	81	8	0.90	(0.111)	-0.995	0.90	13,732	9.527	85.747	13,792	122.94	4.812	43.305	124.76
2010	3rd	10	100	7	0.90	(0.106)	-1.064	0.91	13,845	9.536	95.357	13,888	124.48	4.824	48.241	125.79
2010	4th	11	121	6	0.90	(0.104)	-1.142	0.91	13,957	9.544	104.981	13,984	125.81	4.835	53.182	126.82
2011	1st	12	144	5	0.91	(0.090)	-1.085	0.91	14,111	9.555	114.657	14,081	128.92	4.859	58.310	127.87
2011	2nd	13	169	4	0.92	(0.084)	-1.098	0.91	14,209	9.562	124.301	14,179	130.58	4.872	63.336	128.92
2011	3rd	14	196	3	0.92	(0.083)	-1.156	0.91	14,280	9.567	133.933	14,277	131.48	4.879	68.304	129.98
2011	4th	15	225	2	0.92	(0.084)	-1.258	0.91	14,404	9.575	143.629	14,376	132.46	4.886	73.294	131.05
2012	1st	16	256	1	0.91	(0.090)	-1.434	0.91	14,430	9.577	153.234	14,476	131.93	4.882	78.117	132.13
		136	1,496		14.5	(1.615)	(13.291)		220,026	152.454	1,298.213		1,989.5	77.156	658.620	
				a' =	0.001				0.007				0.008			
				b' =	-0.112				9.470				4.753			

16 Point -	Annual Trend	1.005	0.5%		1.028	2.8%		1.033	3.3%
15 Point -	Annual Trend	1.008	0.8%		1.027	2.7%		1.035	3.5%
14 Point -	Annual Trend	1.011	1.1%		1.026	2.6%		1.038	3.8%
13 Point -	Annual Trend	1.013	1.3%		1.027	2.7%		1.040	4.0%
12 Point -	Annual Trend	1.015	1.5%		1.027	2.7%		1.042	4.2%
11 Point -	Annual Trend	1.016	1.6%		1.028	2.8%		1.044	4.4%
10 Point -	Annual Trend	1.016	1.6%		1.029	2.9%		1.046	4.6%
9 Point -	Annual Trend	1.016	1.6%		1.030	3.0%		1.046	4.6%
8 Point -	Annual Trend	1.016	1.6%		1.030	3.0%		1.046	4.6%
7 Point -	Annual Trend	1.014	1.4%		1.029	2.9%		1.043	4.3%
6 Point -	Annual Trend	1.011	1.1%		1.027	2.7%		1.038	3.8%
5 Point -	Annual Trend	1.001	0.1%		1.024	2.4%		1.025	2.5%
4 Point -	Annual Trend	0.993	-0.7%		1.022	2.2%		1.015	1.5%
Selected	Annual Trend		1.0%			3.0%		1.040	4.0%

# Private Passenger Automobile Fast Track Data - First Quarter 2012

## ARKANSAS

Exhibit VI

### Property Damage

4 Qtrs Ending		(x)	(x)^2	"y" Freq	ln(y)	(x)*ln(y)	a'x + b' Fitted	"y" Severity	ln(y)	(x)*ln(y)	a'x + b' Fitted	"y" PurePrem	ln(y)	(x)*ln(y)	a'x + b' Fitted
2008	1st	0	0												
2008	2nd	1	1	3.78	1.330	1.330	3.71	2,787	7.933	7.933	2,783	105.40	4.658	4.658	103.37
2008	3rd	2	4	3.75	1.321	2.641	3.71	2,794	7.935	15.870	2,789	104.65	4.651	9.301	103.58
2008	4th	3	9	3.68	1.302	3.907	3.71	2,813	7.942	23.826	2,794	103.45	4.639	13.917	103.78
2009	1st	4	16	3.67	1.299	5.197	3.71	2,812	7.942	31.766	2,800	103.10	4.636	18.543	103.99
2009	2nd	5	25	3.67	1.299	6.496	3.71	2,814	7.943	39.713	2,806	103.19	4.637	23.183	104.20
2009	3rd	6	36	3.69	1.306	7.838	3.71	2,811	7.941	47.649	2,811	103.82	4.643	27.856	104.41
2009	4th	7	49	3.72	1.315	9.204	3.71	2,810	7.941	55.587	2,817	104.66	4.651	32.555	104.61
2010	1st	8	64	3.71	1.312	10.492	3.71	2,807	7.940	63.519	2,822	104.19	4.646	37.169	104.82
2010	2nd	9	81	3.71	1.311	11.802	3.71	2,805	7.939	71.453	2,828	104.10	4.645	41.808	105.03
2010	3rd	10	100	3.72	1.315	13.145	3.71	2,814	7.942	79.424	2,834	104.77	4.652	46.518	105.24
2010	4th	11	121	3.74	1.319	14.504	3.71	2,816	7.943	87.374	2,839	105.27	4.657	51.222	105.45
2011	1st	12	144	3.75	1.322	15.862	3.71	2,830	7.948	95.375	2,845	106.13	4.665	55.975	105.66
2011	2nd	13	169	3.71	1.312	17.053	3.71	2,849	7.955	103.413	2,851	105.79	4.661	60.599	105.87
2011	3rd	14	196	3.70	1.308	18.307	3.71	2,861	7.959	111.427	2,857	105.80	4.662	65.261	106.08
2011	4th	15	225	3.71	1.312	19.673	3.71	2,878	7.965	119.474	2,862	106.84	4.671	70.069	106.30
2012	1st	16	256	3.71	1.312	20.988	3.71	2,904	7.974	127.581	2,868	107.82	4.680	74.887	106.51
		136	1,496	59.4	20.993	178.440		45,207	127.142	1,081.385		1,679.0	74.452	633.522	
			a' =	0.000				0.002				0.002			
			b' =	1.312				7.929				4.636			

16 Point -	Annual Trend	1.000	0.0%		1.008	0.8%		1.008	0.8%
15 Point -	Annual Trend	1.002	0.2%		1.008	0.8%		1.010	1.0%
14 Point -	Annual Trend	1.004	0.4%		1.008	0.8%		1.012	1.2%
13 Point -	Annual Trend	1.004	0.4%		1.010	1.0%		1.013	1.3%
12 Point -	Annual Trend	1.002	0.2%		1.011	1.1%		1.013	1.3%
11 Point -	Annual Trend	1.000	0.0%		1.013	1.3%		1.013	1.3%
10 Point -	Annual Trend	0.999	-0.1%		1.015	1.5%		1.014	1.4%
9 Point -	Annual Trend	0.999	-0.1%		1.017	1.7%		1.016	1.6%
8 Point -	Annual Trend	0.997	-0.3%		1.020	2.0%		1.017	1.7%
7 Point -	Annual Trend	0.995	-0.5%		1.021	2.1%		1.016	1.6%
6 Point -	Annual Trend	0.992	-0.8%		1.024	2.4%		1.016	1.6%
5 Point -	Annual Trend	0.992	-0.8%		1.025	2.5%		1.017	1.7%
4 Point -	Annual Trend	1.002	0.2%		1.025	2.5%		1.027	2.7%
Selected	Annual Trend		0.0%			2.0%		1.020	2.0%

# Private Passenger Automobile Fast Track Data - First Quarter 2012

## ARKANSAS

Exhibit VI

### Medical Expenses

4 Qtrs Ending		(x)	(x)^2	"y" Freq	ln(y)	(x)*ln(y)	a'x + b' Fitted	"y" Severity	ln(y)	(x)*ln(y)	a'x + b' Fitted	"y" PurePrem	ln(y)	(x)*ln(y)	a'x + b' Fitted
2008	1st	0	0												
2008	2nd	1	1	1.44	0.364	0.364	1.41	5,390	8.592	8.592	5,422	77.59	4.351	4.351	76.49
2008	3rd	2	4	1.42	0.354	0.707	1.42	5,432	8.600	17.200	5,500	77.35	4.348	8.697	77.89
2008	4th	3	9	1.40	0.337	1.011	1.42	5,473	8.608	25.823	5,580	76.66	4.339	13.018	79.32
2009	1st	4	16	1.40	0.337	1.346	1.43	5,598	8.630	34.521	5,661	78.38	4.362	17.446	80.78
2009	2nd	5	25	1.41	0.345	1.727	1.43	5,704	8.649	43.244	5,743	80.57	4.389	21.945	82.26
2009	3rd	6	36	1.42	0.353	2.115	1.44	5,853	8.675	52.048	5,826	83.27	4.422	26.533	83.77
2009	4th	7	49	1.43	0.355	2.484	1.44	6,027	8.704	60.928	5,911	85.95	4.454	31.176	85.31
2010	1st	8	64	1.44	0.365	2.923	1.45	6,168	8.727	69.817	5,997	88.88	4.487	35.899	86.87
2010	2nd	9	81	1.46	0.377	3.397	1.45	6,228	8.737	78.632	6,083	90.84	4.509	40.582	88.47
2010	3rd	10	100	1.48	0.395	3.953	1.46	6,302	8.749	87.486	6,172	93.57	4.539	45.387	90.09
2010	4th	11	121	1.50	0.405	4.455	1.47	6,378	8.761	96.367	6,261	95.63	4.560	50.165	91.74
2011	1st	12	144	1.52	0.421	5.057	1.47	6,333	8.754	105.042	6,352	96.52	4.570	54.838	93.43
2011	2nd	13	169	1.52	0.419	5.450	1.48	6,352	8.757	113.835	6,444	96.61	4.571	59.419	95.14
2011	3rd	14	196	1.48	0.392	5.484	1.48	6,451	8.772	122.808	6,537	95.44	4.559	63.819	96.89
2011	4th	15	225	1.46	0.379	5.684	1.49	6,500	8.780	131.694	6,632	94.95	4.553	68.300	98.67
2012	1st	16	256	1.44	0.363	5.801	1.49	6,672	8.806	140.891	6,728	95.88	4.563	73.009	100.48
		136	1,496	23.2	5.961	51.959		96,861	139.298	1,188.929		1,408.1	71.577	614.584	
			a' =	0.004				0.014				0.018			
			b' =	0.340				8.584				4.319			

16 Point -	Annual Trend	1.015	1.5%		1.059	5.9%		1.075	7.5%
15 Point -	Annual Trend	1.018	1.8%		1.059	5.9%		1.077	7.7%
14 Point -	Annual Trend	1.019	1.9%		1.057	5.7%		1.077	7.7%
13 Point -	Annual Trend	1.018	1.8%		1.053	5.3%		1.072	7.2%
12 Point -	Annual Trend	1.015	1.5%		1.048	4.8%		1.064	6.4%
11 Point -	Annual Trend	1.012	1.2%		1.042	4.2%		1.055	5.5%
10 Point -	Annual Trend	1.008	0.8%		1.036	3.6%		1.045	4.5%
9 Point -	Annual Trend	1.000	0.0%		1.033	3.3%		1.033	3.3%
8 Point -	Annual Trend	0.989	-1.1%		1.033	3.3%		1.021	2.1%
7 Point -	Annual Trend	0.975	-2.5%		1.033	3.3%		1.007	0.7%
6 Point -	Annual Trend	0.959	-4.1%		1.037	3.7%		0.994	-0.6%
5 Point -	Annual Trend	0.939	-6.1%		1.052	5.2%		0.988	-1.2%
4 Point -	Annual Trend	0.929	-7.1%		1.064	6.4%		0.989	-1.1%
Selected	Annual Trend		0.0%			5.0%		1.050	5.0%



# Private Passenger Automobile Fast Track Data - First Quarter 2012

## ARKANSAS

Exhibit VI

Collision															
4 Qtrs Ending		(x)	(x)^2	"y" Freq	ln(y)	(x)*ln(y)	a'x + b' Fitted	"y" Severity	ln(y)	(x)*ln(y)	a'x + b' Fitted	"y" PurePrem	ln(y)	(x)*ln(y)	a'x + b' Fitted
2008	1st	0	0												
2008	2nd	1	1	5.69	1.738	1.738	5.61	3,040	8.020	8.020	3,006	172.82	5.152	5.152	168.47
2008	3rd	2	4	5.65	1.732	3.464	5.60	3,029	8.016	16.032	3,002	171.23	5.143	10.286	168.24
2008	4th	3	9	5.57	1.718	5.155	5.60	3,037	8.019	24.056	2,999	169.30	5.132	15.395	168.01
2009	1st	4	16	5.57	1.717	6.868	5.60	3,009	8.010	32.038	2,996	167.55	5.121	20.485	167.78
2009	2nd	5	25	5.54	1.713	8.564	5.60	2,995	8.005	40.024	2,993	166.07	5.112	25.562	167.55
2009	3rd	6	36	5.56	1.715	10.291	5.60	2,981	8.000	48.001	2,989	165.69	5.110	30.661	167.33
2009	4th	7	49	5.56	1.716	12.014	5.60	2,961	7.993	55.953	2,986	164.76	5.104	35.731	167.10
2010	1st	8	64	5.58	1.719	13.755	5.59	2,937	7.985	63.880	2,983	163.89	5.099	40.793	166.87
2010	2nd	9	81	5.58	1.720	15.476	5.59	2,927	7.982	71.834	2,980	163.37	5.096	45.864	166.64
2010	3rd	10	100	5.61	1.724	17.237	5.59	2,938	7.985	79.855	2,977	164.68	5.104	51.040	166.41
2010	4th	11	121	5.62	1.726	18.981	5.59	2,936	7.985	87.832	2,973	164.86	5.105	56.156	166.19
2011	1st	12	144	5.62	1.726	20.706	5.59	2,938	7.985	95.824	2,970	164.96	5.106	61.268	165.96
2011	2nd	13	169	5.59	1.721	22.371	5.59	2,955	7.991	103.888	2,967	165.19	5.107	66.393	165.73
2011	3rd	14	196	5.57	1.718	24.047	5.58	2,981	8.000	111.999	2,964	166.07	5.112	71.573	165.51
2011	4th	15	225	5.62	1.726	25.897	5.58	3,015	8.011	120.169	2,960	169.46	5.133	76.989	165.28
2012	1st	16	256	5.57	1.717	27.471	5.58	3,027	8.015	128.245	2,957	168.53	5.127	82.033	165.06
		136	1,496	89.5	27.545	234.036		47,705	128.002	1,087.650		2,668.4	81.864	695.383	
			a' =	0.000				-0.001				-0.001			
			b' =	1.724				8.009				5.128			

16 Point -	Annual Trend	0.999	-0.1%		0.996	-0.4%		0.995	-0.5%
15 Point -	Annual Trend	1.000	0.0%		0.997	-0.3%		0.997	-0.3%
14 Point -	Annual Trend	1.002	0.2%		0.999	-0.1%		1.001	0.1%
13 Point -	Annual Trend	1.002	0.2%		1.001	0.1%		1.004	0.4%
12 Point -	Annual Trend	1.003	0.3%		1.004	0.4%		1.007	0.7%
11 Point -	Annual Trend	1.002	0.2%		1.008	0.8%		1.010	1.0%
10 Point -	Annual Trend	1.001	0.1%		1.012	1.2%		1.013	1.3%
9 Point -	Annual Trend	1.000	0.0%		1.017	1.7%		1.016	1.6%
8 Point -	Annual Trend	0.998	-0.2%		1.020	2.0%		1.018	1.8%
7 Point -	Annual Trend	0.996	-0.4%		1.023	2.3%		1.019	1.9%
6 Point -	Annual Trend	0.995	-0.5%		1.028	2.8%		1.023	2.3%
5 Point -	Annual Trend	0.995	-0.5%		1.032	3.2%		1.028	2.8%
4 Point -	Annual Trend	0.999	-0.1%		1.034	3.4%		1.033	3.3%
Selected	Annual Trend		0.0%			2.0%		1.020	2.0%

# Private Passenger Automobile Fast Track Data - First Quarter 2012

## ARKANSAS

Exhibit VI

### Comprehensive

4 Qtrs Ending		(x)	(x)^2	"y" Freq	ln(y)	(x)*ln(y)	a'x + b' Fitted	"y" Severity	ln(y)	(x)*ln(y)	a'x + b' Fitted	"y" PurePrem	ln(y)	(x)*ln(y)	a'x + b' Fitted
2008	1st	0	0												
2008	2nd	1	1	5.99	1.789	1.789	5.90	1,160	7.056	7.056	1,196	69.45	4.241	4.241	70.51
2008	3rd	2	4	6.03	1.796	3.593	5.96	1,199	7.089	14.178	1,189	72.26	4.280	8.561	70.80
2008	4th	3	9	6.01	1.793	5.378	6.02	1,252	7.133	21.398	1,182	75.21	4.320	12.961	71.09
2009	1st	4	16	6.02	1.796	7.183	6.08	1,249	7.130	28.522	1,174	75.26	4.321	17.284	71.38
2009	2nd	5	25	5.99	1.790	8.948	6.14	1,231	7.116	35.579	1,167	73.72	4.300	21.502	71.68
2009	3rd	6	36	6.07	1.804	10.821	6.20	1,202	7.091	42.549	1,160	72.96	4.290	25.739	71.97
2009	4th	7	49	6.26	1.834	12.835	6.27	1,158	7.054	49.378	1,153	72.42	4.282	29.977	72.26
2010	1st	8	64	6.39	1.855	14.841	6.33	1,120	7.021	56.170	1,146	71.61	4.271	34.170	72.56
2010	2nd	9	81	6.49	1.871	16.836	6.40	1,060	6.966	62.693	1,139	68.82	4.231	38.083	72.86
2010	3rd	10	100	6.58	1.885	18.847	6.46	1,024	6.932	69.319	1,132	67.45	4.211	42.115	73.16
2010	4th	11	121	6.55	1.879	20.668	6.53	1,009	6.917	76.083	1,125	66.05	4.190	46.094	73.46
2011	1st	12	144	6.48	1.869	22.422	6.59	1,000	6.908	82.896	1,118	64.81	4.171	50.057	73.76
2011	2nd	13	169	6.62	1.890	24.576	6.66	1,091	6.995	90.937	1,112	72.27	4.280	55.646	74.06
2011	3rd	14	196	6.79	1.916	26.825	6.73	1,173	7.068	98.946	1,105	79.71	4.378	61.298	74.36
2011	4th	15	225	6.87	1.927	28.899	6.80	1,187	7.079	106.192	1,098	81.53	4.401	66.014	74.67
2012	1st	16	256	6.80	1.917	30.678	6.87	1,213	7.101	113.614	1,092	82.53	4.413	70.610	74.97
				6.803259				1158.868				78.840802			
		136	1,496	101.9	29.609	255.141		18,330	112.657	955.511		1,166.0	68.583	584.349	
				a' =	0.010			-0.006				0.004			
				b' =	1.764			7.093				4.252			

16 Point -	Annual Trend	1.042	4.2%		0.976	-2.4%		1.016	1.6%
15 Point -	Annual Trend	1.043	4.3%		0.973	-2.7%		1.015	1.5%
14 Point -	Annual Trend	1.046	4.6%		0.973	-2.7%		1.017	1.7%
13 Point -	Annual Trend	1.047	4.7%		0.980	-2.0%		1.026	2.6%
12 Point -	Annual Trend	1.047	4.7%		0.993	-0.7%		1.039	3.9%
11 Point -	Annual Trend	1.043	4.3%		1.012	1.2%		1.055	5.5%
10 Point -	Annual Trend	1.037	3.7%		1.038	3.8%		1.076	7.6%
9 Point -	Annual Trend	1.033	3.3%		1.070	7.0%		1.105	10.5%
8 Point -	Annual Trend	1.032	3.2%		1.112	11.2%		1.148	14.8%
7 Point -	Annual Trend	1.035	3.5%		1.152	15.2%		1.193	19.3%
6 Point -	Annual Trend	1.046	4.6%		1.188	18.8%		1.243	24.3%
5 Point -	Annual Trend	1.055	5.5%		1.207	20.7%		1.273	27.3%
4 Point -	Annual Trend	1.037	3.7%		1.141	14.1%		1.183	18.3%
Selected	Annual Trend		0.0%			-3.0%		0.970	-3.0%

# Private Passenger Automobile Fast Track Data - First Quarter 2012

Exhibit VII

## Bodily Injury - Non-Core States

<u>4 Qtrs Ending</u>		<u>Pure Premium</u>	<u>Rolling Accident Year Ending</u>	<u>Rolling Accident Year Pure Prem</u>	<u>Retrospective Trend to 9/30/2011</u>
2008	2nd	118.82			
2008	3rd	119.29			
2008	4th	119.75			
2009	1st	119.44	03/31/09	119.44	1.105
2009	2nd	119.65	<b>06/30/09</b>	<b>119.65</b>	<b>1.103</b>
2009	3rd	120.69			
2009	4th	121.18			
2010	1st	122.09	03/31/10	122.09	1.081
2010	2nd	122.94	<b>06/30/10</b>	<b>122.94</b>	<b>1.073</b>
2010	3rd	124.48			
2010	4th	125.81			
2011	1st	128.92	03/31/11	128.92	1.023
2011	2nd	130.58	<b>06/30/11</b>	<b>130.58</b>	<b>1.010</b>
2011	3rd	131.48			
2011	4th	132.46			
2012	1st	131.93			

**SENTRY INSURANCE  
PERSONAL AUTOMOBILE  
COUNTRYWIDE UNDERWRITING EXPENSES**

**Exhibit VIII**

	<u>2009</u>	<u>2010</u>	<u>2011</u>	<b>Selected</b> <u>Liability</u>	<b>Selected</b> <u>Physical Damage</u>
(000's omitted)					
Direct Written Premium	\$68,289	\$68,824	\$63,898		
Adjusted Written Premium*	\$81,590	\$79,519	\$72,793		
Direct Earned Premium	\$72,009	\$74,664	\$76,577		
Commissions and Other Acquisition % of Adj Written Prem	\$23,775 29.1%	\$25,622 32.2%	\$18,551 25.5%	29.0%	29.0%
General % of Adj Written Prem	\$7,396 9.1%	\$6,549 8.2%	\$5,975 8.2%	8.2%	8.2%
Premium Taxes % of Direct Written Prem	\$837 1.2%	\$259 0.4%	\$1,209 1.9%	2.1%	2.1%
Total - Standard	\$32,008 39.4%	\$32,430 40.8%	\$25,735 35.6%	39.3%	39.3%
Profit after Investment Income				6.6%	5.6%
Payback Premium Return				24.1%	24.7%
Assigned Risk Load				0.0%	0.0%
Pensions	\$539	\$1,985	\$2,007	2.4%	2.4%
Total Underwriting Expenses				<b>72.6%</b>	<b>72.1%</b>

NOTE: The selected premium taxes are based on ARKANSAS premium taxes.

\* Adjustment to Written premium is adding the Payback returns back into the premium

**DETERMINATION OF PROFIT PROVISION USING A CASH FLOW ANALYSIS  
TARGETING AN AFTER FEDERAL TAX INTERNAL RATE OF RETURN**

**Exhibit IX**

**Sheet IX.1**      **Determination of Profit Provision**

- (1) - (6)      Assumptions
- (6a)      Yield for Prospective Period
- (7)      Federal Income Tax Rate
- (9) - (13)      Internal Expense and Tax Data (dividends @ discounted value)
- (14) - (16)      Internal Loss Adjustment and Assessment Data
- (17)      Target Internal Rate of Return
- (18)      Calculated Profit Provision based on the targeted IRR in (17)

**Sheet IX.2**      **SUMMARY of UNDERWRITING CASH FLOWS**

- (1) - (9)      Dollar Flows Based on Sentry payout patterns
- (6)      Dividends are assumed paid at the end of the 5th year (Payback only)
- (8)      50% of ULAE is assumed to be paid as claims are reported and 50% as losses are paid
- (10)      Sum of Columns (1) through (9)
- (11)      Sheet IX.3 (8)
- (12)      (10) + (11)
- (13)      Cumulative sum of (12)

**Sheet IX.3**      **SUMMARY of FEDERAL INCOME TAX on UNDERWRITING**

- (1)      {Sheet IX.2 (5) + (8) + (9)}
- (2)      Cumulative Sum of (1)
- (3)      Reserve Discount Factors from the IRS
- (4)      Total (1) \* Cumulative Earned Premium factor - (2)
- (5)      (4) \* (3)
- (6)      (1) + Change in (5)
- (7)      (6) + {Sheet IX.2 (2) + (3) + (4) + (6) + (7)} + {Sheet IX.2 Total (1) / 12 }
- Note: last term for the first 4 quarters only
- (8)      (7) \* {Sheet IX.1 (7)} \* (-1.0)

**Sheet IX.4**      **CALCULATION of SURPLUS**

- (1)      {Sheet IX.2 (1) / Sheet IX.1 (5)} \* (-1.0)
- (2)      {Sheet IX.3 (1) / Sheet IX.3 Total (1) } \* Total (1) \* (-1.0)
- (3)      {Sheet IX.2 Total (12) } \* Percentage of Premium Earned in Period
- (4)      (1) + (2) + (3)

**Sheet IX.5**      **CALCULATION of NET CASH FLOW**

- (1)      Cumulative sum of {Sheet IX.4 (1) + (2) }
- (2)      Average of Current and Prior Period of (1) \* (-1.0)
- (3)      (2) \* { [Sheet IX.1 (6)] ^ [(current period / 4) - (prior period / 4)] - 1 }
- (4)      {Sheet IX.2 (11)} - cumulative sum of {Sheet IX.4 (3)}
- (5)      Average of Current and Prior Period of (4)
- (6)      (5) \* {[Sheet IX.1 (6)] ^ [(current period / 4) - (prior period / 4)] - 1 }
- (7)      (3) + (6)
- (8)      {Sheet IX.4 (4)} + (7)
- (9)      Calculated IRR equal to the Target IRR using iterative procedure

**INTERNAL RATE of RETURN MODEL:  
Determination of Profit Provision  
Standard Auto Liability**

**Exhibit IX.1-A**

Underlying Assumptions

(1)	Expected Loss Ratio	46.09%
(2)	Expected Losses	\$46,086
(3)	Written Premium	\$100,000
(4)	Combined Ratio	96.27%
(5)	Premium to Surplus	2.80
(6)	After-Tax Investment Rate	0.27%
(6a)	After-Tax Portfolio Yield	2.69%
(7)	Federal Income Tax	35.0%
(8)	Effective Federal Tax Rate	20.9%

Expenses as a % of Premium

(9)	General Expense (Fixed)	27.1%
(10)	Premium Taxes	1.9%
(11)	Commission and O/A (Variable)	12.5%
(12)	Dividends	0.0%
(13)	Residual Market	0.0%
	<b>Total Expense To Premium</b>	<b>41.5%</b>

	<u>Loss Based Expenses</u>	<u>% of Loss</u>	<u>% of Prem</u>
(14)	ULAE	12.0%	5.5%
(15)	ALAE	6.8%	3.1%
(16)	Loss Based Taxes	0.0%	0.0%
	<b>Total Expense To Loss</b>	<b>18.8%</b>	<b>8.6%</b>

(17)	Internal Rate of Return	<b>7.8%</b>
(18)	Profit & Cont Provision	3.7%

**SUMMARY of U/W CASH FLOWS**  
**Determination of Profit Provision**

	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)	(12)	(13)
Month	Premium	General & Taxes	Commission & O/Acq	Residual Market	Expected Loss	Dividends	Loss Based Taxes	ULAE	ALAE	U/W Flow excl FIT	FIT on Underwriting	Total U/W Flow	Cumulative Flow
0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
1	\$14,417	-\$2,352	-\$6,250	\$0	-\$212	\$0	\$0	-\$158	-\$10	\$5,435	\$1,597	\$7,032	\$7,032
2	\$7,750	-\$2,352	\$0	\$0	-\$620	\$0	\$0	-\$228	-\$26	\$4,523	-\$579	\$3,944	\$10,976
3	\$7,500	-\$2,352	\$0	\$0	-\$1,000	\$0	\$0	-\$269	-\$37	\$3,841	-\$570	\$3,272	\$14,248
4	\$7,500	-\$2,420	\$0	\$0	-\$1,199	\$0	\$0	-\$275	-\$46	\$3,560	-\$541	\$3,019	\$17,266
5	\$6,833	-\$2,420	\$0	\$0	-\$1,325	\$0	\$0	-\$301	-\$40	\$2,748	-\$538	\$2,210	\$19,476
6	\$6,000	-\$2,420	\$0	\$0	-\$1,494	\$0	\$0	-\$306	-\$36	\$1,743	-\$534	\$1,209	\$20,685
7	\$14,417	-\$2,420	-\$6,250	\$0	-\$1,472	\$0	\$0	-\$294	-\$43	\$3,938	\$1,653	\$5,591	\$26,276
8	\$7,750	-\$2,420	\$0	\$0	-\$1,731	\$0	\$0	-\$324	-\$36	\$3,239	-\$529	\$2,711	\$28,987
9	\$7,500	-\$2,420	\$0	\$0	-\$1,700	\$0	\$0	-\$309	-\$50	\$3,022	-\$529	\$2,492	\$31,479
10	\$7,500	-\$2,420	\$0	\$0	-\$2,164	\$0	\$0	-\$348	-\$41	\$2,526	-\$518	\$2,008	\$33,487
11	\$6,833	-\$2,420	\$0	\$0	-\$1,895	\$0	\$0	-\$314	-\$33	\$2,171	-\$525	\$1,646	\$35,134
12	\$6,000	-\$2,420	\$0	\$0	-\$2,379	\$0	\$0	-\$368	-\$36	\$796	-\$513	\$283	\$35,417
13	\$0	-\$68	\$0	\$0	-\$1,894	\$0	\$0	-\$211	-\$18	-\$2,191	\$20	-\$2,171	\$33,246
14	\$0	-\$68	\$0	\$0	-\$1,280	\$0	\$0	-\$112	-\$99	-\$1,558	\$59	-\$1,499	\$31,747
15	\$0	-\$68	\$0	\$0	-\$1,706	\$0	\$0	-\$132	-\$31	-\$1,936	\$69	-\$1,868	\$29,879
16	\$0	\$0	\$0	\$0	-\$1,649	\$0	\$0	-\$119	-\$24	-\$1,791	\$43	-\$1,748	\$28,131
17	\$0	\$0	\$0	\$0	-\$1,363	\$0	\$0	-\$96	-\$12	-\$1,472	\$35	-\$1,436	\$26,695
18	\$0	\$0	\$0	\$0	-\$1,584	\$0	\$0	-\$106	-\$30	-\$1,720	\$41	-\$1,679	\$25,016
19	\$0	\$0	\$0	\$0	-\$1,049	\$0	\$0	-\$72	-\$30	-\$1,151	\$28	-\$1,124	\$23,892
20	\$0	\$0	\$0	\$0	-\$892	\$0	\$0	-\$62	-\$43	-\$997	\$24	-\$973	\$22,919
21	\$0	\$0	\$0	\$0	-\$1,161	\$0	\$0	-\$76	-\$41	-\$1,277	\$31	-\$1,246	\$21,673
22	\$0	\$0	\$0	\$0	-\$1,052	\$0	\$0	-\$69	-\$61	-\$1,182	\$28	-\$1,154	\$20,519
23	\$0	\$0	\$0	\$0	-\$621	\$0	\$0	-\$41	-\$47	-\$709	\$17	-\$692	\$19,827
24	\$0	\$0	\$0	\$0	-\$895	\$0	\$0	-\$58	-\$44	-\$997	\$24	-\$973	\$18,854
25	\$0	\$0	\$0	\$0	-\$935	\$0	\$0	-\$61	-\$68	-\$1,064	\$37	-\$1,028	\$17,827
26	\$0	\$0	\$0	\$0	-\$535	\$0	\$0	-\$35	-\$44	-\$613	\$14	-\$599	\$17,228
27	\$0	\$0	\$0	\$0	-\$600	\$0	\$0	-\$40	-\$26	-\$666	\$16	-\$651	\$16,577
28	\$0	\$0	\$0	\$0	-\$582	\$0	\$0	-\$37	-\$63	-\$683	\$16	-\$667	\$15,910
29	\$0	\$0	\$0	\$0	-\$604	\$0	\$0	-\$39	-\$29	-\$671	\$16	-\$656	\$15,255
30	\$0	\$0	\$0	\$0	-\$454	\$0	\$0	-\$30	-\$62	-\$546	\$13	-\$533	\$14,721
31	\$0	\$0	\$0	\$0	-\$792	\$0	\$0	-\$49	-\$64	-\$905	\$21	-\$883	\$13,838
32	\$0	\$0	\$0	\$0	-\$580	\$0	\$0	-\$37	-\$59	-\$675	\$16	-\$659	\$13,178
33	\$0	\$0	\$0	\$0	-\$383	\$0	\$0	-\$25	-\$51	-\$458	\$11	-\$448	\$12,731
34	\$0	\$0	\$0	\$0	-\$582	\$0	\$0	-\$36	-\$68	-\$685	\$16	-\$669	\$12,061
35	\$0	\$0	\$0	\$0	-\$279	\$0	\$0	-\$18	-\$65	-\$362	\$8	-\$354	\$11,707
36	\$0	\$0	\$0	\$0	-\$355	\$0	\$0	-\$22	-\$80	-\$457	\$11	-\$446	\$11,261
37	\$0	\$0	\$0	\$0	-\$464	\$0	\$0	-\$29	-\$76	-\$570	\$13	-\$556	\$10,705
38	\$0	\$0	\$0	\$0	-\$203	\$0	\$0	-\$13	-\$52	-\$269	\$6	-\$263	\$10,443
39	\$0	\$0	\$0	\$0	-\$510	\$0	\$0	-\$32	-\$73	-\$615	\$14	-\$601	\$9,842
40	\$0	\$0	\$0	\$0	-\$554	\$0	\$0	-\$34	-\$70	-\$658	\$15	-\$643	\$9,199
41	\$0	\$0	\$0	\$0	-\$432	\$0	\$0	-\$27	-\$57	-\$516	\$12	-\$504	\$8,695
42	\$0	\$0	\$0	\$0	-\$423	\$0	\$0	-\$26	-\$72	-\$521	\$12	-\$509	\$8,186
43	\$0	\$0	\$0	\$0	-\$260	\$0	\$0	-\$16	-\$71	-\$347	\$8	-\$339	\$7,847
44	\$0	\$0	\$0	\$0	-\$359	\$0	\$0	-\$22	-\$65	-\$446	\$10	-\$436	\$7,411
45	\$0	\$0	\$0	\$0	-\$175	\$0	\$0	-\$11	-\$59	-\$245	\$6	-\$239	\$7,171
46	\$0	\$0	\$0	\$0	-\$327	\$0	\$0	-\$20	-\$71	-\$418	\$10	-\$408	\$6,763
47	\$0	\$0	\$0	\$0	-\$199	\$0	\$0	-\$12	-\$62	-\$274	\$6	-\$267	\$6,496
48	\$0	\$0	\$0	\$0	-\$290	\$0	\$0	-\$17	-\$71	-\$378	\$9	-\$369	\$6,126
49	\$0	\$0	\$0	\$0	-\$314	\$0	\$0	-\$19	-\$57	-\$390	\$9	-\$381	\$5,745
50	\$0	\$0	\$0	\$0	-\$262	\$0	\$0	-\$16	-\$51	-\$328	\$8	-\$321	\$5,424
51	\$0	\$0	\$0	\$0	-\$235	\$0	\$0	-\$14	-\$43	-\$292	\$7	-\$285	\$5,139
52	\$0	\$0	\$0	\$0	-\$116	\$0	\$0	-\$7	-\$63	-\$187	\$4	-\$182	\$4,957
53	\$0	\$0	\$0	\$0	-\$137	\$0	\$0	-\$8	-\$42	-\$187	\$4	-\$182	\$4,774
54	\$0	\$0	\$0	\$0	-\$199	\$0	\$0	-\$12	-\$52	-\$263	\$6	-\$257	\$4,517
55	\$0	\$0	\$0	\$0	-\$191	\$0	\$0	-\$12	-\$42	-\$245	\$6	-\$240	\$4,278
56	\$0	\$0	\$0	\$0	-\$88	\$0	\$0	-\$5	-\$42	-\$134	\$3	-\$131	\$4,146
57	\$0	\$0	\$0	\$0	-\$112	\$0	\$0	-\$7	-\$46	-\$165	\$4	-\$161	\$3,985
58	\$0	\$0	\$0	\$0	-\$95	\$0	\$0	-\$6	-\$38	-\$140	\$3	-\$136	\$3,849
59	\$0	\$0	\$0	\$0	-\$181	\$0	\$0	-\$11	-\$46	-\$239	\$6	-\$233	\$3,616
60	\$0	\$0	\$0	\$0	-\$117	\$0	\$0	-\$7	-\$34	-\$159	\$4	-\$155	\$3,461
61	\$0	\$0	\$0	\$0	-\$123	\$0	\$0	-\$7	-\$20	-\$150	\$3	-\$147	\$3,314
62	\$0	\$0	\$0	\$0	-\$62	\$0	\$0	-\$4	-\$13	-\$79	\$2	-\$77	\$3,237
63	\$0	\$0	\$0	\$0	-\$83	\$0	\$0	-\$5	-\$26	-\$114	\$3	-\$111	\$3,126
64	\$0	\$0	\$0	\$0	-\$100	\$0	\$0	-\$6	-\$28	-\$135	\$3	-\$131	\$2,995
65	\$0	\$0	\$0	\$0	-\$63	\$0	\$0	-\$4	-\$16	-\$83	\$2	-\$81	\$2,914
66	\$0	\$0	\$0	\$0	-\$28	\$0	\$0	-\$2	-\$16	-\$46	\$1	-\$45	\$2,869
67	\$0	\$0	\$0	\$0	-\$258	\$0	\$0	-\$15	-\$12	-\$285	\$7	-\$278	\$2,591
68	\$0	\$0	\$0	\$0	\$29	\$0	\$0	\$2	-\$13	\$18	\$0	\$17	\$2,608
69	\$0	\$0	\$0	\$0	-\$35	\$0	\$0	-\$2	-\$10	-\$46	\$1	-\$45	\$2,563
70	\$0	\$0	\$0	\$0	-\$29	\$0	\$0	-\$2	-\$11	-\$41	\$1	-\$40	\$2,522
71	\$0	\$0	\$0	\$0	-\$48	\$0	\$0	-\$3	-\$7	-\$58	\$1	-\$57	\$2,466
72	\$0	\$0	\$0	\$0	-\$27	\$0	\$0	-\$2	-\$15	-\$44	\$1	-\$43	\$2,423
	\$100,000	-\$29,040	-\$12,500	\$0	-\$46,086	\$0	\$0	-\$5,513	-\$3,134	\$3,728	-\$1,305	\$2,423	

**SUMMARY of FIT on UNDERWRITING**  
**Determination of Profit Provision**

Exhibit IX.3-A

Month	(1) Incremental Loss & LAE <u>Paid</u>	(2) Cumulative Loss & LAE <u>Paid</u>	(3) IRS Discount <u>Factor</u>	(4) Undiscounted Loss & LAE <u>Reserves</u>	(5) Discounted Loss & LAE <u>Reserves</u>	(6) Incurred Loss & LAE <u>for Taxes</u>	(7) Taxable Underwriting <u>Gain or Loss</u>	(8) FIT on Underwriting
0	\$0	\$0	0.000000	\$0	\$0	\$0	\$0	\$0
1	-\$379	-\$379	0.936121	-\$4,182	-\$3,915	-\$4,294	-\$4,563	\$1,597
2	-\$875	-\$1,254	0.936121	-\$7,868	-\$7,366	-\$4,326	\$1,656	-\$579
3	-\$1,306	-\$2,560	0.936121	-\$11,123	-\$10,413	-\$4,353	\$1,628	-\$570
4	-\$1,520	-\$4,080	0.936121	-\$14,164	-\$13,259	-\$4,367	\$1,547	-\$541
5	-\$1,666	-\$5,745	0.936121	-\$17,060	-\$15,970	-\$4,376	\$1,537	-\$538
6	-\$1,837	-\$7,582	0.936121	-\$19,784	-\$18,520	-\$4,387	\$1,526	-\$534
7	-\$1,808	-\$9,390	0.936121	-\$22,537	-\$21,097	-\$4,385	-\$4,722	\$1,653
8	-\$2,091	-\$11,481	0.936121	-\$25,007	-\$23,410	-\$4,403	\$1,510	-\$529
9	-\$2,058	-\$13,539	0.936121	-\$27,510	-\$25,752	-\$4,401	\$1,512	-\$529
10	-\$2,554	-\$16,093	0.936121	-\$29,517	-\$27,631	-\$4,433	\$1,481	-\$518
11	-\$2,242	-\$18,335	0.936121	-\$31,836	-\$29,802	-\$4,413	\$1,500	-\$525
12	-\$2,784	-\$21,119	0.936121	-\$33,614	-\$31,466	-\$4,447	\$1,466	-\$513
13	-\$2,123	-\$23,242	0.931486	-\$31,490	-\$29,333	\$10	-\$57	\$20
14	-\$1,490	-\$24,733	0.931486	-\$30,000	-\$27,944	-\$102	-\$170	\$59
15	-\$1,869	-\$26,601	0.931486	-\$28,131	-\$26,204	-\$128	-\$196	\$69
16	-\$1,791	-\$28,392	0.931486	-\$26,340	-\$24,535	-\$123	-\$123	\$43
17	-\$1,472	-\$29,864	0.931486	-\$24,869	-\$23,165	-\$101	-\$101	\$35
18	-\$1,720	-\$31,584	0.931486	-\$23,148	-\$21,562	-\$118	-\$118	\$41
19	-\$1,151	-\$32,736	0.931486	-\$21,997	-\$20,490	-\$79	-\$79	\$28
20	-\$997	-\$33,732	0.931486	-\$21,000	-\$19,561	-\$68	-\$68	\$24
21	-\$1,277	-\$35,009	0.931486	-\$19,723	-\$18,372	-\$87	-\$87	\$31
22	-\$1,182	-\$36,192	0.931486	-\$18,541	-\$17,270	-\$81	-\$81	\$28
23	-\$709	-\$36,901	0.931486	-\$17,832	-\$16,610	-\$49	-\$49	\$17
24	-\$997	-\$37,897	0.931486	-\$16,835	-\$15,682	-\$68	-\$68	\$24
25	-\$1,064	-\$38,962	0.933510	-\$15,771	-\$14,722	-\$105	-\$105	\$37
26	-\$613	-\$39,575	0.933510	-\$15,157	-\$14,150	-\$41	-\$41	\$14
27	-\$666	-\$40,241	0.933510	-\$14,491	-\$13,528	-\$44	-\$44	\$16
28	-\$683	-\$40,924	0.933510	-\$13,809	-\$12,891	-\$45	-\$45	\$16
29	-\$671	-\$41,595	0.933510	-\$13,137	-\$12,264	-\$45	-\$45	\$16
30	-\$546	-\$42,141	0.933510	-\$12,591	-\$11,754	-\$36	-\$36	\$13
31	-\$905	-\$43,046	0.933510	-\$11,687	-\$10,910	-\$60	-\$60	\$21
32	-\$675	-\$43,721	0.933510	-\$11,011	-\$10,279	-\$45	-\$45	\$16
33	-\$458	-\$44,179	0.933510	-\$10,553	-\$9,852	-\$30	-\$30	\$11
34	-\$685	-\$44,864	0.933510	-\$9,868	-\$9,212	-\$46	-\$46	\$16
35	-\$362	-\$45,227	0.933510	-\$9,505	-\$8,873	-\$24	-\$24	\$8
36	-\$457	-\$45,683	0.933510	-\$9,049	-\$8,447	-\$30	-\$30	\$11
37	-\$570	-\$46,253	0.933510	-\$8,479	-\$7,916	-\$38	-\$38	\$13
38	-\$269	-\$46,522	0.933510	-\$8,211	-\$7,665	-\$18	-\$18	\$6
39	-\$615	-\$47,137	0.933510	-\$7,596	-\$7,091	-\$41	-\$41	\$14
40	-\$658	-\$47,795	0.933510	-\$6,938	-\$6,476	-\$44	-\$44	\$15
41	-\$516	-\$48,311	0.933510	-\$6,421	-\$5,994	-\$34	-\$34	\$12
42	-\$521	-\$48,832	0.933510	-\$5,900	-\$5,508	-\$35	-\$35	\$12
43	-\$347	-\$49,179	0.933510	-\$5,553	-\$5,184	-\$23	-\$23	\$8
44	-\$446	-\$49,626	0.933510	-\$5,107	-\$4,767	-\$30	-\$30	\$10
45	-\$245	-\$49,871	0.933510	-\$4,862	-\$4,538	-\$16	-\$16	\$6
46	-\$418	-\$50,289	0.933510	-\$4,443	-\$4,148	-\$28	-\$28	\$10
47	-\$274	-\$50,562	0.933510	-\$4,170	-\$3,893	-\$18	-\$18	\$6
48	-\$378	-\$50,941	0.933510	-\$3,792	-\$3,540	-\$25	-\$25	\$9
49	-\$390	-\$51,331	0.933510	-\$3,401	-\$3,175	-\$26	-\$26	\$9
50	-\$328	-\$51,660	0.933510	-\$3,073	-\$2,869	-\$22	-\$22	\$8
51	-\$292	-\$51,952	0.933510	-\$2,781	-\$2,596	-\$19	-\$19	\$7
52	-\$187	-\$52,138	0.933510	-\$2,594	-\$2,422	-\$12	-\$12	\$4
53	-\$187	-\$52,325	0.933510	-\$2,407	-\$2,247	-\$12	-\$12	\$4
54	-\$263	-\$52,588	0.933510	-\$2,144	-\$2,002	-\$17	-\$17	\$6
55	-\$245	-\$52,834	0.933510	-\$1,899	-\$1,772	-\$16	-\$16	\$6
56	-\$134	-\$52,968	0.933510	-\$1,764	-\$1,647	-\$9	-\$9	\$3
57	-\$165	-\$53,133	0.933510	-\$1,600	-\$1,493	-\$11	-\$11	\$4
58	-\$140	-\$53,272	0.933510	-\$1,460	-\$1,363	-\$9	-\$9	\$3
59	-\$239	-\$53,511	0.933510	-\$1,221	-\$1,140	-\$16	-\$16	\$6
60	-\$159	-\$53,670	0.933510	-\$1,063	-\$992	-\$11	-\$11	\$4
61	-\$150	-\$53,820	0.933510	-\$913	-\$852	-\$10	-\$10	\$3
62	-\$79	-\$53,899	0.933510	-\$834	-\$778	-\$5	-\$5	\$2
63	-\$114	-\$54,012	0.933510	-\$720	-\$672	-\$8	-\$8	\$3
64	-\$135	-\$54,147	0.933510	-\$585	-\$546	-\$9	-\$9	\$3
65	-\$83	-\$54,230	0.933510	-\$503	-\$469	-\$5	-\$5	\$2
66	-\$46	-\$54,276	0.933510	-\$457	-\$426	-\$3	-\$3	\$1
67	-\$285	-\$54,561	0.933510	-\$172	-\$160	-\$19	-\$19	\$7
68	\$18	-\$54,543	0.933510	-\$189	-\$177	\$1	\$1	\$0
69	-\$46	-\$54,589	0.933510	-\$143	-\$133	-\$3	-\$3	\$1
70	-\$41	-\$54,631	0.933510	-\$102	-\$95	-\$3	-\$3	\$1
71	-\$58	-\$54,689	0.933510	-\$44	-\$41	-\$4	-\$4	\$1
72	-\$44	-\$54,732	0.933510	\$0	\$0	-\$3	-\$3	\$1
	-\$54,732					-\$54,732	\$3,728	-\$1,305



**CALCULATION of SURPLUS**  
**Determination of Profit Provision**

Exhibit IX.4-A

	(1)	(2)	(3)	(4)
	SURPLUS added (-) or reduced (+) to support:			
		Loss&LAE	Underwriting	Total
Month	<u>PREMIUM</u>	<u>payments</u>	<u>Profit</u>	<u>SURPLUS</u>
0	-\$35,714	\$0	\$0	-\$35,714
1	\$0	\$978	\$349	\$1,327
2	\$0	\$719	\$188	\$907
3	\$0	\$972	\$182	\$1,154
4	\$0	\$1,103	\$182	\$1,285
5	\$0	\$1,188	\$166	\$1,354
6	\$0	\$1,289	\$145	\$1,434
7	\$0	\$1,821	\$349	\$2,171
8	\$0	\$1,437	\$188	\$1,625
9	\$0	\$1,419	\$182	\$1,600
10	\$0	\$1,709	\$182	\$1,890
11	\$0	\$1,526	\$166	\$1,692
12	\$0	\$1,843	\$145	\$1,989
13	\$0	\$1,250	\$0	\$1,250
14	\$0	\$879	\$0	\$879
15	\$0	\$1,101	\$0	\$1,101
16	\$0	\$1,049	\$0	\$1,049
17	\$0	\$862	\$0	\$862
18	\$0	\$1,008	\$0	\$1,008
19	\$0	\$674	\$0	\$674
20	\$0	\$584	\$0	\$584
21	\$0	\$748	\$0	\$748
22	\$0	\$693	\$0	\$693
23	\$0	\$415	\$0	\$415
24	\$0	\$584	\$0	\$584
25	\$0	\$623	\$0	\$623
26	\$0	\$359	\$0	\$359
27	\$0	\$390	\$0	\$390
28	\$0	\$400	\$0	\$400
29	\$0	\$393	\$0	\$393
30	\$0	\$320	\$0	\$320
31	\$0	\$530	\$0	\$530
32	\$0	\$396	\$0	\$396
33	\$0	\$268	\$0	\$268
34	\$0	\$402	\$0	\$402
35	\$0	\$212	\$0	\$212
36	\$0	\$267	\$0	\$267
37	\$0	\$334	\$0	\$334
38	\$0	\$157	\$0	\$157
39	\$0	\$360	\$0	\$360
40	\$0	\$386	\$0	\$386
41	\$0	\$302	\$0	\$302
42	\$0	\$305	\$0	\$305
43	\$0	\$203	\$0	\$203
44	\$0	\$261	\$0	\$261
45	\$0	\$144	\$0	\$144
46	\$0	\$245	\$0	\$245
47	\$0	\$160	\$0	\$160
48	\$0	\$222	\$0	\$222
49	\$0	\$229	\$0	\$229
50	\$0	\$192	\$0	\$192
51	\$0	\$171	\$0	\$171
52	\$0	\$109	\$0	\$109
53	\$0	\$109	\$0	\$109
54	\$0	\$154	\$0	\$154
55	\$0	\$144	\$0	\$144
56	\$0	\$79	\$0	\$79
57	\$0	\$96	\$0	\$96
58	\$0	\$82	\$0	\$82
59	\$0	\$140	\$0	\$140
60	\$0	\$93	\$0	\$93
61	\$0	\$88	\$0	\$88
62	\$0	\$46	\$0	\$46
63	\$0	\$67	\$0	\$67
64	\$0	\$79	\$0	\$79
65	\$0	\$48	\$0	\$48
66	\$0	\$27	\$0	\$27
67	\$0	\$167	\$0	\$167
68	\$0	-\$10	\$0	-\$10
69	\$0	\$27	\$0	\$27
70	\$0	\$24	\$0	\$24
71	\$0	\$34	\$0	\$34
72	\$0	\$26	\$0	\$26
	-\$35,714	\$35,714	\$2,423	\$2,423

**CALCULATION of NET CASH FLOW**  
**Determination of Profit Provision**

**Exhibit IX.5-A**

Month	(1) Cumulative Supporting Surplus	(2) Average Supporting Surplus	(3) Investment Income on Surplus	(4) Cumulative U/W Flow incl U/W Profit	(5) Average U/W Flow incl U/W Profit	(6) Investment Income on U/W Flow	(7) Total Investment Income	(8) Net Cash Flow
0	-\$35,714	\$17,857	\$40	\$0	\$0	\$0	\$40	-\$35,675
1	-\$34,736	\$35,225	\$78	\$6,683	\$3,341	\$1	\$79	\$1,406
2	-\$34,017	\$34,377	\$76	\$10,439	\$8,561	\$2	\$78	\$985
3	-\$33,045	\$33,531	\$74	\$13,529	\$11,984	\$3	\$77	\$1,231
4	-\$31,942	\$32,494	\$72	\$16,366	\$14,947	\$3	\$75	\$1,360
5	-\$30,754	\$31,348	\$70	\$18,410	\$17,388	\$4	\$73	\$1,427
6	-\$29,465	\$30,109	\$67	\$19,474	\$18,942	\$4	\$71	\$1,505
7	-\$27,644	\$28,554	\$63	\$24,715	\$22,095	\$5	\$68	\$2,239
8	-\$26,207	\$26,925	\$60	\$27,239	\$25,977	\$6	\$66	\$1,691
9	-\$24,788	\$25,497	\$57	\$29,549	\$28,394	\$6	\$63	\$1,663
10	-\$23,079	\$23,934	\$53	\$31,375	\$30,462	\$7	\$60	\$1,951
11	-\$21,553	\$22,316	\$49	\$32,856	\$32,116	\$7	\$57	\$1,748
12	-\$19,710	\$20,631	\$46	\$32,994	\$32,925	\$7	\$53	\$2,042
13	-\$18,460	\$19,085	\$42	\$30,823	\$31,909	\$7	\$50	\$1,300
14	-\$17,581	\$18,020	\$40	\$29,324	\$30,074	\$7	\$47	\$926
15	-\$16,480	\$17,030	\$38	\$27,456	\$28,390	\$6	\$44	\$1,145
16	-\$15,431	\$15,955	\$35	\$25,708	\$26,582	\$6	\$41	\$1,091
17	-\$14,569	\$15,000	\$33	\$24,272	\$24,990	\$6	\$39	\$901
18	-\$13,561	\$14,065	\$31	\$22,593	\$23,433	\$5	\$37	\$1,044
19	-\$12,886	\$13,224	\$29	\$21,469	\$22,031	\$5	\$34	\$709
20	-\$12,302	\$12,594	\$28	\$20,496	\$20,983	\$5	\$33	\$617
21	-\$11,554	\$11,928	\$26	\$19,250	\$19,873	\$5	\$31	\$779
22	-\$10,862	\$11,208	\$25	\$18,096	\$18,673	\$4	\$29	\$722
23	-\$10,446	\$10,654	\$24	\$17,404	\$17,750	\$4	\$28	\$443
24	-\$9,862	\$10,154	\$23	\$16,431	\$16,918	\$4	\$26	\$610
25	-\$9,239	\$9,551	\$21	\$15,404	\$15,918	\$4	\$25	\$648
26	-\$8,880	\$9,059	\$20	\$14,805	\$15,104	\$3	\$24	\$383
27	-\$8,489	\$8,685	\$19	\$14,154	\$14,479	\$3	\$23	\$413
28	-\$8,090	\$8,290	\$18	\$13,487	\$13,821	\$3	\$22	\$421
29	-\$7,696	\$7,893	\$18	\$12,832	\$13,159	\$3	\$21	\$414
30	-\$7,376	\$7,536	\$17	\$12,298	\$12,565	\$3	\$20	\$340
31	-\$6,846	\$7,111	\$16	\$11,415	\$11,856	\$3	\$18	\$548
32	-\$6,451	\$6,649	\$15	\$10,755	\$11,085	\$3	\$17	\$413
33	-\$6,182	\$6,317	\$14	\$10,308	\$10,531	\$2	\$16	\$285
34	-\$5,781	\$5,982	\$13	\$9,638	\$9,973	\$2	\$16	\$417
35	-\$5,569	\$5,675	\$13	\$9,284	\$9,461	\$2	\$15	\$227
36	-\$5,301	\$5,435	\$12	\$8,838	\$9,061	\$2	\$14	\$282
37	-\$4,968	\$5,134	\$11	\$8,282	\$8,560	\$2	\$13	\$347
38	-\$4,810	\$4,889	\$11	\$8,020	\$8,151	\$2	\$13	\$170
39	-\$4,450	\$4,630	\$10	\$7,419	\$7,719	\$2	\$12	\$372
40	-\$4,064	\$4,257	\$9	\$6,776	\$7,098	\$2	\$11	\$397
41	-\$3,762	\$3,913	\$9	\$6,272	\$6,524	\$1	\$10	\$313
42	-\$3,456	\$3,609	\$8	\$5,763	\$6,017	\$1	\$9	\$315
43	-\$3,253	\$3,355	\$7	\$5,424	\$5,593	\$1	\$9	\$212
44	-\$2,992	\$3,122	\$7	\$4,988	\$5,206	\$1	\$8	\$270
45	-\$2,848	\$2,920	\$6	\$4,748	\$4,868	\$1	\$8	\$151
46	-\$2,603	\$2,726	\$6	\$4,340	\$4,544	\$1	\$7	\$252
47	-\$2,443	\$2,523	\$6	\$4,073	\$4,206	\$1	\$7	\$167
48	-\$2,221	\$2,332	\$5	\$3,703	\$3,888	\$1	\$6	\$228
49	-\$1,993	\$2,107	\$5	\$3,322	\$3,513	\$1	\$5	\$234
50	-\$1,800	\$1,896	\$4	\$3,001	\$3,162	\$1	\$5	\$197
51	-\$1,629	\$1,715	\$4	\$2,716	\$2,859	\$1	\$4	\$176
52	-\$1,520	\$1,574	\$3	\$2,534	\$2,625	\$1	\$4	\$113
53	-\$1,410	\$1,465	\$3	\$2,351	\$2,442	\$1	\$4	\$113
54	-\$1,256	\$1,333	\$3	\$2,094	\$2,223	\$1	\$3	\$158
55	-\$1,112	\$1,184	\$3	\$1,855	\$1,974	\$0	\$3	\$147
56	-\$1,034	\$1,073	\$2	\$1,723	\$1,789	\$0	\$3	\$82
57	-\$937	\$985	\$2	\$1,562	\$1,643	\$0	\$3	\$99
58	-\$855	\$896	\$2	\$1,426	\$1,494	\$0	\$2	\$84
59	-\$715	\$785	\$2	\$1,193	\$1,309	\$0	\$2	\$142
60	-\$623	\$669	\$1	\$1,038	\$1,115	\$0	\$2	\$95
61	-\$535	\$579	\$1	\$891	\$965	\$0	\$2	\$89
62	-\$488	\$511	\$1	\$814	\$853	\$0	\$1	\$48
63	-\$422	\$455	\$1	\$703	\$759	\$0	\$1	\$68
64	-\$343	\$382	\$1	\$572	\$637	\$0	\$1	\$80
65	-\$294	\$319	\$1	\$491	\$531	\$0	\$1	\$49
66	-\$268	\$281	\$1	\$446	\$469	\$0	\$1	\$28
67	-\$101	\$184	\$0	\$168	\$307	\$0	\$0	\$167
68	-\$111	\$106	\$0	\$185	\$176	\$0	\$0	-\$10
69	-\$84	\$97	\$0	\$140	\$162	\$0	\$0	\$27
70	-\$60	\$72	\$0	\$99	\$120	\$0	\$0	\$24
71	-\$26	\$43	\$0	\$43	\$71	\$0	\$0	\$34
72	\$0	\$13	\$0	\$0	\$21	\$0	\$0	\$26
			\$1,512			\$178	\$1,690	\$4,113
						IRR:		7.8%

**INTERNAL RATE of RETURN MODEL:  
Determination of Profit Provision  
Standard Auto Physical Damage**

**Exhibit IX.1-B**

Underlying Assumptions

(1)	Expected Loss Ratio	49.31%
(2)	Expected Losses	\$49,306
(3)	Written Premium	\$100,000
(4)	Combined Ratio	98.64%
(5)	Premium to Surplus	2.80
(6)	After-Tax Investment Rate	0.11%
(6a)	After-Tax Portfolio Yield	2.69%
(7)	Federal Income Tax	35.0%
(8)	Effective Federal Tax Rate	20.9%

Expenses as a % of Premium

(9)	General Expense (Fixed)	27.1%
(10)	Premium Taxes	1.9%
(11)	Commission and O/A (Variable)	12.5%
(12)	Dividends	0.0%
(13)	Residual Market	0.0%
	<b>Total Expense To Premium</b>	<b>41.5%</b>

	<u>Loss Based Expenses</u>	<u>% of Loss</u>	<u>% of Prem</u>
(14)	ULAE	14.3%	7.1%
(15)	ALAE	1.5%	0.7%
(16)	Loss Based Taxes	0.0%	0.0%
	<b>Total Expense To Loss</b>	<b>15.8%</b>	<b>7.8%</b>

(17)	Internal Rate of Return	<b>7.8%</b>
(18)	Profit & Cont Provision	1.4%

**SUMMARY of U/W CASH FLOWS**  
**Determination of Profit Provision**

	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)	(12)	(13)
Month	Premium	General & Taxes	Commission & O/Acq	Residual Market	Expected Loss	Dividends	Loss Based Taxes	ULAE	ALAE	U/W Flow excl FIT	FIT on Underwriting	Total U/W Flow	Cumulative Flow
0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
1	\$14,417	-\$2,352	-\$6,250	\$0	-\$2,642	\$0	\$0	-\$424	-\$1	\$2,747	\$1,746	\$4,493	\$4,493
2	\$7,750	-\$2,352	\$0	\$0	-\$4,298	\$0	\$0	-\$576	-\$1	\$523	-\$427	\$96	\$4,590
3	\$7,500	-\$2,352	\$0	\$0	-\$5,213	\$0	\$0	-\$685	-\$6	-\$757	-\$418	-\$1,175	\$3,414
4	\$7,500	-\$2,420	\$0	\$0	-\$4,392	\$0	\$0	-\$604	-\$17	\$67	-\$402	-\$335	\$3,079
5	\$6,833	-\$2,420	\$0	\$0	-\$4,499	\$0	\$0	-\$620	-\$12	-\$717	-\$401	-\$1,118	\$1,961
6	\$6,000	-\$2,420	\$0	\$0	-\$4,789	\$0	\$0	-\$645	-\$13	-\$1,867	-\$398	-\$2,266	-\$305
7	\$14,417	-\$2,420	-\$6,250	\$0	-\$4,298	\$0	\$0	-\$593	-\$3	\$854	\$1,785	\$2,638	\$2,333
8	\$7,750	-\$2,420	\$0	\$0	-\$4,311	\$0	\$0	-\$598	-\$10	\$411	-\$403	\$8	\$2,342
9	\$7,500	-\$2,420	\$0	\$0	-\$3,708	\$0	\$0	-\$535	-\$3	\$833	-\$408	\$425	\$2,767
10	\$7,500	-\$2,420	\$0	\$0	-\$4,009	\$0	\$0	-\$562	-\$71	\$438	-\$405	\$33	\$2,800
11	\$6,833	-\$2,420	\$0	\$0	-\$3,972	\$0	\$0	-\$541	-\$52	-\$152	-\$406	-\$557	\$2,243
12	\$6,000	-\$2,420	\$0	\$0	-\$4,770	\$0	\$0	-\$636	-\$25	-\$1,851	-\$399	-\$2,249	-\$7
13	\$0	-\$68	\$0	\$0	-\$2,312	\$0	\$0	-\$249	-\$25	-\$2,654	\$69	-\$2,585	-\$2,591
14	\$0	-\$68	\$0	\$0	\$41	\$0	\$0	-\$17	-\$66	-\$110	\$24	-\$85	-\$2,677
15	\$0	-\$68	\$0	\$0	\$499	\$0	\$0	\$24	-\$1	\$454	\$16	\$470	-\$2,206
16	\$0	\$0	\$0	\$0	\$481	\$0	\$0	\$28	-\$3	\$506	-\$7	\$499	-\$1,708
17	\$0	\$0	\$0	\$0	\$296	\$0	\$0	\$17	-\$33	\$281	-\$4	\$277	-\$1,431
18	\$0	\$0	\$0	\$0	\$382	\$0	\$0	\$24	\$0	\$405	-\$6	\$399	-\$1,032
19	\$0	\$0	\$0	\$0	\$233	\$0	\$0	\$14	-\$1	\$247	-\$4	\$243	-\$789
20	\$0	\$0	\$0	\$0	\$176	\$0	\$0	\$11	-\$5	\$182	-\$3	\$179	-\$610
21	\$0	\$0	\$0	\$0	\$192	\$0	\$0	\$12	-\$11	\$193	-\$3	\$190	-\$419
22	\$0	\$0	\$0	\$0	\$219	\$0	\$0	\$15	\$0	\$233	-\$3	\$230	-\$189
23	\$0	\$0	\$0	\$0	\$102	\$0	\$0	\$7	-\$10	\$99	-\$1	\$97	-\$92
24	\$0	\$0	\$0	\$0	\$166	\$0	\$0	\$11	-\$1	\$177	-\$3	\$174	\$82
25	\$0	\$0	\$0	\$0	\$114	\$0	\$0	\$8	-\$12	\$110	-\$7	\$104	\$186
26	\$0	\$0	\$0	\$0	\$92	\$0	\$0	\$6	-\$7	\$92	-\$1	\$91	\$277
27	\$0	\$0	\$0	\$0	\$123	\$0	\$0	\$7	-\$2	\$128	-\$1	\$127	\$404
28	\$0	\$0	\$0	\$0	\$82	\$0	\$0	\$6	-\$68	\$20	\$0	\$20	\$424
29	\$0	\$0	\$0	\$0	\$65	\$0	\$0	\$4	-\$2	\$67	-\$1	\$66	\$490
30	\$0	\$0	\$0	\$0	\$35	\$0	\$0	\$2	-\$1	\$36	\$0	\$36	\$526
31	\$0	\$0	\$0	\$0	\$42	\$0	\$0	\$3	-\$13	\$32	\$0	\$32	\$557
32	\$0	\$0	\$0	\$0	\$56	\$0	\$0	\$4	-\$51	\$8	\$0	\$8	\$565
33	\$0	\$0	\$0	\$0	\$52	\$0	\$0	\$3	-\$2	\$53	\$0	\$53	\$618
34	\$0	\$0	\$0	\$0	\$64	\$0	\$0	\$5	-\$9	\$60	\$0	\$60	\$678
35	\$0	\$0	\$0	\$0	\$40	\$0	\$0	\$3	\$0	\$43	\$0	\$43	\$721
36	\$0	\$0	\$0	\$0	\$38	\$0	\$0	\$3	-\$11	\$30	\$0	\$30	\$751
37	\$0	\$0	\$0	\$0	\$32	\$0	\$0	\$2	-\$4	\$30	\$0	\$30	\$781
38	\$0	\$0	\$0	\$0	\$26	\$0	\$0	\$2	-\$3	\$25	\$0	\$25	\$806
39	\$0	\$0	\$0	\$0	\$31	\$0	\$0	-\$1	-\$1	\$30	\$0	\$30	\$836
40	\$0	\$0	\$0	\$0	\$23	\$0	\$0	\$1	\$0	\$24	\$0	\$23	\$859
41	\$0	\$0	\$0	\$0	\$20	\$0	\$0	\$1	\$0	\$21	\$0	\$21	\$879
42	\$0	\$0	\$0	\$0	\$16	\$0	\$0	\$1	-\$20	-\$2	\$0	-\$2	\$877
43	\$0	\$0	\$0	\$0	\$8	\$0	\$0	\$1	-\$6	\$2	\$0	\$2	\$879
44	\$0	\$0	\$0	\$0	\$17	\$0	\$0	\$1	-\$3	\$15	\$0	\$15	\$894
45	\$0	\$0	\$0	\$0	\$10	\$0	\$0	\$1	-\$1	\$9	\$0	\$9	\$903
46	\$0	\$0	\$0	\$0	\$5	\$0	\$0	\$0	-\$22	-\$17	\$0	-\$17	\$886
47	\$0	\$0	\$0	\$0	\$25	\$0	\$0	\$2	-\$4	\$22	\$0	\$22	\$908
48	\$0	\$0	\$0	\$0	\$28	\$0	\$0	\$2	-\$30	\$0	\$0	\$0	\$908
49	\$0	\$0	\$0	\$0	\$4	\$0	\$0	\$0	-\$3	\$2	\$0	\$2	\$910
50	\$0	\$0	\$0	\$0	\$3	\$0	\$0	\$0	-\$1	\$3	\$0	\$3	\$913
51	\$0	\$0	\$0	\$0	\$6	\$0	\$0	-\$1	-\$3	\$2	\$0	\$2	\$914
52	\$0	\$0	\$0	\$0	\$5	\$0	\$0	\$0	-\$5	\$0	\$0	\$0	\$914
53	\$0	\$0	\$0	\$0	\$19	\$0	\$0	\$1	-\$1	\$20	\$0	\$20	\$935
54	\$0	\$0	\$0	\$0	\$6	\$0	\$0	\$0	\$0	\$6	\$0	\$6	\$941
55	\$0	\$0	\$0	\$0	\$6	\$0	\$0	\$0	-\$13	-\$6	\$0	-\$6	\$934
56	\$0	\$0	\$0	\$0	\$17	\$0	\$0	\$1	-\$4	\$14	\$0	\$14	\$949
57	\$0	\$0	\$0	\$0	\$8	\$0	\$0	\$1	\$0	\$8	\$0	\$8	\$957
58	\$0	\$0	\$0	\$0	\$3	\$0	\$0	\$0	-\$11	-\$8	\$0	-\$7	\$949
59	\$0	\$0	\$0	\$0	\$13	\$0	\$0	\$1	-\$7	\$7	\$0	\$7	\$957
60	\$0	\$0	\$0	\$0	\$3	\$0	\$0	\$0	-\$7	-\$5	\$0	-\$5	\$952
61	\$0	\$0	\$0	\$0	\$2	\$0	\$0	\$0	\$0	\$2	\$0	\$2	\$954
62	\$0	\$0	\$0	\$0	\$4	\$0	\$0	\$0	-\$1	\$3	\$0	\$3	\$957
63	\$0	\$0	\$0	\$0	\$3	\$0	\$0	-\$4	\$0	\$0	\$0	\$0	\$957
64	\$0	\$0	\$0	\$0	-\$11	\$0	\$0	-\$1	\$0	-\$12	\$0	-\$12	\$945
65	\$0	\$0	\$0	\$0	\$2	\$0	\$0	\$0	-\$1	\$1	\$0	\$1	\$946
66	\$0	\$0	\$0	\$0	\$2	\$0	\$0	\$0	-\$9	-\$7	\$0	-\$7	\$939
67	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$940
68	\$0	\$0	\$0	\$0	\$4	\$0	\$0	\$0	\$0	\$4	\$0	\$4	\$943
69	\$0	\$0	\$0	\$0	\$1	\$0	\$0	\$0	-\$3	-\$2	\$0	-\$2	\$942
70	\$0	\$0	\$0	\$0	\$2	\$0	\$0	\$0	\$1	\$3	\$0	\$3	\$945
71	\$0	\$0	\$0	\$0	-\$30	\$0	\$0	-\$2	\$0	-\$32	\$0	-\$32	\$913
72	\$0	\$0	\$0	\$0	-\$4	\$0	\$0	\$0	-\$30	-\$34	\$0	-\$34	\$879
	\$100,000	-\$29,040	-\$12,500	\$0	-\$49,312	\$0	\$0	-\$7,057	-\$740	\$1,352	-\$473	\$879	

**SUMMARY of FIT on UNDERWRITING**  
**Determination of Profit Provision**

Exhibit IX.3-B

Month	(1) Incremental Loss & LAE	(2) Cumulative Loss & LAE	(3) IRS Discount Factor	(4) Undiscounted Loss & LAE Reserves	(5) Discounted Loss & LAE Reserves	(6) Incurred Loss & LAE for Taxes	(7) Taxable Underwriting Gain or Loss	(8) FIT on Underwriting
0	\$0	\$0	0.000000	\$0	\$0	\$0	\$0	\$0
1	-\$3,067	-\$3,067	0.976638	-\$1,692	-\$1,653	-\$4,719	-\$4,988	\$1,746
2	-\$4,875	-\$7,942	0.976638	-\$1,576	-\$1,539	-\$4,762	\$1,219	-\$427
3	-\$5,905	-\$13,846	0.976638	-\$431	-\$421	-\$4,786	\$1,195	-\$418
4	-\$5,013	-\$18,860	0.976638	-\$177	-\$172	-\$4,765	\$1,148	-\$402
5	-\$5,131	-\$23,990	0.976638	\$195	\$191	-\$4,768	\$1,146	-\$401
6	-\$5,447	-\$29,438	0.976638	\$883	\$863	-\$4,775	\$1,138	-\$398
7	-\$4,893	-\$34,331	0.976638	\$1,017	\$994	-\$4,762	-\$5,099	\$1,785
8	-\$4,919	-\$39,250	0.976638	\$1,177	\$1,150	-\$4,763	\$1,151	-\$403
9	-\$4,247	-\$43,496	0.976638	\$665	\$649	-\$4,747	\$1,166	-\$408
10	-\$4,642	-\$48,138	0.976638	\$548	\$535	-\$4,756	\$1,157	-\$405
11	-\$4,565	-\$52,703	0.976638	\$354	\$346	-\$4,754	\$1,159	-\$406
12	-\$5,431	-\$58,134	0.976638	\$1,026	\$1,002	-\$4,775	\$1,139	-\$399
13	-\$2,586	-\$60,720	0.957713	\$3,612	\$3,459	-\$129	-\$197	\$69
14	-\$42	-\$60,762	0.957713	\$3,654	\$3,499	-\$2	-\$70	\$24
15	\$522	-\$60,240	0.957713	\$3,131	\$2,999	\$22	-\$46	\$16
16	\$506	-\$59,733	0.957713	\$2,625	\$2,514	\$21	\$21	-\$7
17	\$281	-\$59,453	0.957713	\$2,344	\$2,245	\$12	\$12	-\$4
18	\$405	-\$59,047	0.957713	\$1,939	\$1,857	\$17	\$17	-\$6
19	\$247	-\$58,800	0.957713	\$1,692	\$1,621	\$10	\$10	-\$4
20	\$182	-\$58,619	0.957713	\$1,511	\$1,447	\$8	\$8	-\$3
21	\$193	-\$58,426	0.957713	\$1,317	\$1,262	\$8	\$8	-\$3
22	\$233	-\$58,192	0.957713	\$1,084	\$1,038	\$10	\$10	-\$3
23	\$99	-\$58,094	0.957713	\$985	\$944	\$4	\$4	-\$1
24	\$177	-\$57,917	0.957713	\$808	\$774	\$7	\$7	-\$3
25	\$110	-\$57,806	0.978513	\$698	\$683	\$19	\$19	-\$7
26	\$92	-\$57,714	0.978513	\$606	\$593	\$2	\$2	-\$1
27	\$128	-\$57,586	0.978513	\$478	\$468	\$3	\$3	-\$1
28	\$20	-\$57,567	0.978513	\$459	\$449	\$0	\$0	\$0
29	\$67	-\$57,500	0.978513	\$392	\$383	\$1	\$1	-\$1
30	\$36	-\$57,464	0.978513	\$356	\$348	\$1	\$1	\$0
31	\$32	-\$57,432	0.978513	\$324	\$317	\$1	\$1	\$0
32	\$8	-\$57,424	0.978513	\$316	\$309	\$0	\$0	\$0
33	\$53	-\$57,371	0.978513	\$262	\$257	\$1	\$1	\$0
34	\$60	-\$57,310	0.978513	\$202	\$198	\$1	\$1	\$0
35	\$43	-\$57,267	0.978513	\$159	\$156	\$1	\$1	\$0
36	\$30	-\$57,237	0.978513	\$129	\$126	\$1	\$1	\$0
37	\$30	-\$57,207	0.978513	\$99	\$97	\$1	\$1	\$0
38	\$25	-\$57,182	0.978513	\$73	\$72	\$1	\$1	\$0
39	\$30	-\$57,152	0.978513	\$43	\$43	\$1	\$1	\$0
40	\$24	-\$57,128	0.978513	\$20	\$19	\$1	\$1	\$0
41	\$21	-\$57,107	0.978513	-\$1	-\$1	\$0	\$0	\$0
42	-\$2	-\$57,110	0.978513	\$2	\$2	\$0	\$0	\$0
43	\$2	-\$57,107	0.978513	-\$1	-\$1	\$0	\$0	\$0
44	\$15	-\$57,093	0.978513	-\$16	-\$15	\$0	\$0	\$0
45	\$9	-\$57,083	0.978513	-\$25	-\$24	\$0	\$0	\$0
46	-\$17	-\$57,101	0.978513	-\$8	-\$7	\$0	\$0	\$0
47	\$22	-\$57,079	0.978513	-\$30	-\$29	\$0	\$0	\$0
48	\$0	-\$57,078	0.978513	-\$30	-\$29	\$0	\$0	\$0
49	\$2	-\$57,076	0.978513	-\$32	-\$31	\$0	\$0	\$0
50	\$3	-\$57,074	0.978513	-\$34	-\$34	\$0	\$0	\$0
51	\$2	-\$57,072	0.978513	-\$36	-\$35	\$0	\$0	\$0
52	\$0	-\$57,072	0.978513	-\$36	-\$35	\$0	\$0	\$0
53	\$20	-\$57,052	0.978513	-\$56	-\$55	\$0	\$0	\$0
54	\$6	-\$57,046	0.978513	-\$62	-\$61	\$0	\$0	\$0
55	-\$6	-\$57,052	0.978513	-\$56	-\$55	\$0	\$0	\$0
56	\$14	-\$57,038	0.978513	-\$70	-\$69	\$0	\$0	\$0
57	\$8	-\$57,030	0.978513	-\$79	-\$77	\$0	\$0	\$0
58	-\$8	-\$57,037	0.978513	-\$71	-\$70	\$0	\$0	\$0
59	\$7	-\$57,030	0.978513	-\$79	-\$77	\$0	\$0	\$0
60	-\$5	-\$57,034	0.978513	-\$74	-\$72	\$0	\$0	\$0
61	\$2	-\$57,032	0.978513	-\$76	-\$74	\$0	\$0	\$0
62	\$3	-\$57,029	0.978513	-\$79	-\$78	\$0	\$0	\$0
63	\$0	-\$57,029	0.978513	-\$79	-\$77	\$0	\$0	\$0
64	-\$12	-\$57,041	0.978513	-\$67	-\$65	\$0	\$0	\$0
65	\$1	-\$57,041	0.978513	-\$68	-\$66	\$0	\$0	\$0
66	-\$7	-\$57,047	0.978513	-\$61	-\$60	\$0	\$0	\$0
67	\$0	-\$57,047	0.978513	-\$61	-\$60	\$0	\$0	\$0
68	\$4	-\$57,043	0.978513	-\$65	-\$64	\$0	\$0	\$0
69	-\$2	-\$57,045	0.978513	-\$64	-\$62	\$0	\$0	\$0
70	\$3	-\$57,042	0.978513	-\$67	-\$65	\$0	\$0	\$0
71	-\$32	-\$57,074	0.978513	-\$34	-\$34	-\$1	-\$1	\$0
72	-\$34	-\$57,108	0.978513	\$0	\$0	-\$1	-\$1	\$0
	-\$57,108					-\$57,108	\$1,352	-\$473

**CALCULATION of SURPLUS**  
**Determination of Profit Provision**

Exhibit IX.4-B

	(1)	(2)	(3)	(4)
	SURPLUS added (-) or reduced (+) to support:			
		Loss&LAE	Underwriting	Total
Month	<u>PREMIUM</u>	<u>payments</u>	<u>Profit</u>	<u>SURPLUS</u>
0	-\$35,714	\$0	\$0	-\$35,714
1	\$0	\$2,457	\$127	\$2,584
2	\$0	\$2,948	\$68	\$3,016
3	\$0	\$3,528	\$66	\$3,594
4	\$0	\$3,031	\$66	\$3,097
5	\$0	\$3,098	\$60	\$3,158
6	\$0	\$3,276	\$53	\$3,329
7	\$0	\$3,492	\$127	\$3,619
8	\$0	\$2,978	\$68	\$3,046
9	\$0	\$2,599	\$66	\$2,665
10	\$0	\$2,822	\$66	\$2,888
11	\$0	\$2,779	\$60	\$2,839
12	\$0	\$3,267	\$53	\$3,320
13	\$0	\$1,464	\$0	\$1,464
14	\$0	\$29	\$0	\$29
15	\$0	-\$289	\$0	-\$289
16	\$0	-\$286	\$0	-\$286
17	\$0	-\$158	\$0	-\$158
18	\$0	-\$229	\$0	-\$229
19	\$0	-\$139	\$0	-\$139
20	\$0	-\$102	\$0	-\$102
21	\$0	-\$109	\$0	-\$109
22	\$0	-\$132	\$0	-\$132
23	\$0	-\$56	\$0	-\$56
24	\$0	-\$100	\$0	-\$100
25	\$0	-\$62	\$0	-\$62
26	\$0	-\$52	\$0	-\$52
27	\$0	-\$72	\$0	-\$72
28	\$0	-\$11	\$0	-\$11
29	\$0	-\$38	\$0	-\$38
30	\$0	-\$20	\$0	-\$20
31	\$0	-\$18	\$0	-\$18
32	\$0	-\$5	\$0	-\$5
33	\$0	-\$30	\$0	-\$30
34	\$0	-\$34	\$0	-\$34
35	\$0	-\$24	\$0	-\$24
36	\$0	-\$17	\$0	-\$17
37	\$0	-\$17	\$0	-\$17
38	\$0	-\$14	\$0	-\$14
39	\$0	-\$17	\$0	-\$17
40	\$0	-\$13	\$0	-\$13
41	\$0	-\$12	\$0	-\$12
42	\$0	\$1	\$0	\$1
43	\$0	-\$1	\$0	-\$1
44	\$0	-\$8	\$0	-\$8
45	\$0	-\$5	\$0	-\$5
46	\$0	\$10	\$0	\$10
47	\$0	-\$12	\$0	-\$12
48	\$0	\$0	\$0	\$0
49	\$0	-\$1	\$0	-\$1
50	\$0	-\$1	\$0	-\$1
51	\$0	-\$1	\$0	-\$1
52	\$0	\$0	\$0	\$0
53	\$0	-\$11	\$0	-\$11
54	\$0	-\$3	\$0	-\$3
55	\$0	\$3	\$0	\$3
56	\$0	-\$8	\$0	-\$8
57	\$0	-\$5	\$0	-\$5
58	\$0	\$4	\$0	\$4
59	\$0	-\$4	\$0	-\$4
60	\$0	\$3	\$0	\$3
61	\$0	-\$1	\$0	-\$1
62	\$0	-\$2	\$0	-\$2
63	\$0	\$0	\$0	\$0
64	\$0	\$7	\$0	\$7
65	\$0	\$0	\$0	\$0
66	\$0	\$4	\$0	\$4
67	\$0	\$0	\$0	\$0
68	\$0	-\$2	\$0	-\$2
69	\$0	\$1	\$0	\$1
70	\$0	-\$2	\$0	-\$2
71	\$0	\$18	\$0	\$18
72	\$0	\$19	\$0	\$19
	-\$35,714	\$35,714	\$879	\$879

**CALCULATION of NET CASH FLOW**  
**Determination of Profit Provision**

**Exhibit IX.5-B**

Month	(1) Cumulative Supporting Surplus	(2) Average Supporting Surplus	(3) Investment Income on Surplus	(4) Cumulative U/W Flow incl UW Profit	(5) Average U/W Flow incl UW Profit	(6) Investment Income on U/W Flow	(7) Total Investment Income	(8) Net Cash Flow
0	-\$35,714	\$17,857	\$40	\$0	\$0	\$0	\$40	-\$35,675
1	-\$33,257	\$34,486	\$76	\$4,367	\$2,183	\$0	\$77	\$2,660
2	-\$30,310	\$31,784	\$70	\$4,395	\$4,381	\$0	\$71	\$3,087
3	-\$26,781	\$28,546	\$63	\$3,154	\$3,774	\$0	\$64	\$3,658
4	-\$23,750	\$25,266	\$56	\$2,753	\$2,953	\$0	\$56	\$3,154
5	-\$20,652	\$22,201	\$49	\$1,574	\$2,164	\$0	\$49	\$3,207
6	-\$17,376	\$19,014	\$42	-\$744	\$415	\$0	\$42	\$3,371
7	-\$13,884	\$15,630	\$35	\$1,767	\$512	\$0	\$35	\$3,654
8	-\$10,906	\$12,395	\$27	\$1,708	\$1,738	\$0	\$28	\$3,074
9	-\$8,307	\$9,606	\$21	\$2,067	\$1,887	\$0	\$21	\$2,687
10	-\$5,484	\$6,896	\$15	\$2,034	\$2,051	\$0	\$15	\$2,903
11	-\$2,706	\$4,095	\$9	\$1,417	\$1,725	\$0	\$9	\$2,848
12	\$561	\$1,072	\$2	-\$885	\$266	\$0	\$2	\$3,322
13	\$2,025	-\$1,293	-\$3	-\$3,470	-\$2,178	\$0	-\$3	\$1,461
14	\$2,054	-\$2,040	-\$5	-\$3,555	-\$3,513	\$0	-\$5	\$25
15	\$1,766	-\$1,910	-\$4	-\$3,085	-\$3,320	\$0	-\$5	-\$293
16	\$1,480	-\$1,623	-\$4	-\$2,586	-\$2,836	\$0	-\$4	-\$289
17	\$1,322	-\$1,401	-\$3	-\$2,310	-\$2,448	\$0	-\$3	-\$162
18	\$1,093	-\$1,208	-\$3	-\$1,910	-\$2,110	\$0	-\$3	-\$231
19	\$954	-\$1,024	-\$2	-\$1,667	-\$1,789	\$0	-\$2	-\$142
20	\$852	-\$903	-\$2	-\$1,488	-\$1,578	\$0	-\$2	-\$105
21	\$743	-\$797	-\$2	-\$1,298	-\$1,393	\$0	-\$2	-\$111
22	\$611	-\$677	-\$2	-\$1,068	-\$1,183	\$0	-\$2	-\$133
23	\$556	-\$583	-\$1	-\$971	-\$1,019	\$0	-\$1	-\$57
24	\$456	-\$506	-\$1	-\$797	-\$884	\$0	-\$1	-\$101
25	\$394	-\$425	-\$1	-\$693	-\$745	\$0	-\$1	-\$63
26	\$342	-\$368	-\$1	-\$602	-\$647	\$0	-\$1	-\$53
27	\$270	-\$306	-\$1	-\$475	-\$538	\$0	-\$1	-\$73
28	\$259	-\$264	-\$1	-\$455	-\$465	\$0	-\$1	-\$12
29	\$221	-\$240	-\$1	-\$389	-\$422	\$0	-\$1	-\$38
30	\$201	-\$211	\$0	-\$353	-\$371	\$0	-\$1	-\$21
31	\$183	-\$192	\$0	-\$322	-\$337	\$0	\$0	-\$18
32	\$178	-\$180	\$0	-\$314	-\$318	\$0	\$0	-\$5
33	\$148	-\$163	\$0	-\$260	-\$287	\$0	\$0	-\$31
34	\$114	-\$131	\$0	-\$201	-\$230	\$0	\$0	-\$34
35	\$90	-\$102	\$0	-\$158	-\$179	\$0	\$0	-\$25
36	\$73	-\$81	\$0	-\$128	-\$143	\$0	\$0	-\$17
37	\$56	-\$64	\$0	-\$98	-\$113	\$0	\$0	-\$17
38	\$41	-\$49	\$0	-\$73	-\$85	\$0	\$0	-\$14
39	\$24	-\$33	\$0	-\$43	-\$58	\$0	\$0	-\$17
40	\$11	-\$18	\$0	-\$20	-\$31	\$0	\$0	-\$13
41	\$0	-\$5	\$0	\$1	-\$9	\$0	\$0	-\$12
42	\$1	\$0	\$0	-\$2	\$0	\$0	\$0	\$1
43	\$0	\$0	\$0	\$1	\$0	\$0	\$0	-\$1
44	-\$9	\$5	\$0	\$15	\$8	\$0	\$0	-\$8
45	-\$14	\$11	\$0	\$25	\$20	\$0	\$0	-\$5
46	-\$4	\$9	\$0	\$8	\$16	\$0	\$0	\$10
47	-\$17	\$11	\$0	\$30	\$19	\$0	\$0	-\$12
48	-\$17	\$17	\$0	\$30	\$30	\$0	\$0	\$0
49	-\$18	\$17	\$0	\$32	\$31	\$0	\$0	-\$1
50	-\$19	\$19	\$0	\$34	\$33	\$0	\$0	-\$1
51	-\$20	\$20	\$0	\$36	\$35	\$0	\$0	-\$1
52	-\$20	\$20	\$0	\$36	\$36	\$0	\$0	\$0
53	-\$32	\$26	\$0	\$56	\$46	\$0	\$0	-\$11
54	-\$35	\$33	\$0	\$62	\$59	\$0	\$0	-\$3
55	-\$32	\$33	\$0	\$56	\$59	\$0	\$0	\$4
56	-\$40	\$36	\$0	\$70	\$63	\$0	\$0	-\$8
57	-\$44	\$42	\$0	\$78	\$74	\$0	\$0	-\$5
58	-\$40	\$42	\$0	\$71	\$74	\$0	\$0	\$4
59	-\$44	\$42	\$0	\$78	\$74	\$0	\$0	-\$4
60	-\$42	\$43	\$0	\$73	\$76	\$0	\$0	\$3
61	-\$43	\$42	\$0	\$75	\$74	\$0	\$0	-\$1
62	-\$45	\$44	\$0	\$79	\$77	\$0	\$0	-\$2
63	-\$44	\$45	\$0	\$78	\$78	\$0	\$0	\$0
64	-\$38	\$41	\$0	\$66	\$72	\$0	\$0	\$7
65	-\$38	\$38	\$0	\$67	\$67	\$0	\$0	\$0
66	-\$34	\$36	\$0	\$60	\$64	\$0	\$0	\$4
67	-\$35	\$34	\$0	\$61	\$61	\$0	\$0	\$0
68	-\$37	\$36	\$0	\$65	\$63	\$0	\$0	-\$2
69	-\$36	\$36	\$0	\$63	\$64	\$0	\$0	\$1
70	-\$38	\$37	\$0	\$66	\$65	\$0	\$0	-\$2
71	-\$19	\$28	\$0	\$34	\$50	\$0	\$0	\$18
72	\$0	\$10	\$0	\$0	\$17	\$0	\$0	\$19
			\$472			\$0	\$472	\$1,350
						IRR:		7.8%

**INTERNAL RATE of RETURN MODEL:  
Determination of Profit Provision  
Payback Auto Liability**

**Exhibit IX.1-C**

Underlying Assumptions

(1)	Expected Loss Ratio	27.35%
(2)	Expected Losses	\$27,347
(3)	Written Premium	\$100,000
(4)	Combined Ratio	93.93%
(5)	Premium to Surplus	2.80
(6)	After-Tax Investment Rate	0.27%
(6a)	After-Tax Portfolio Yield	2.69%
(7)	Federal Income Tax	35.0%
(8)	Effective Federal Tax Rate	20.9%

Expenses as a % of Premium

(9)	General Expense (Fixed)	27.1%
(10)	Premium Taxes	1.9%
(11)	Commission and O/A (Variable)	12.5%
(12)	Dividends	19.9%
(13)	Residual Market	0.0%
	<b>Total Expense To Premium</b>	<b>61.5%</b>

	<u>Loss Based Expenses</u>	<u>% of Loss</u>	<u>% of Prem</u>
(14)	ULAE	12.0%	3.3%
(15)	ALAE	6.8%	1.9%
(16)	Loss Based Taxes	0.0%	0.0%
	<b>Total Expense To Loss</b>	<b>18.8%</b>	<b>5.1%</b>

(17)	Internal Rate of Return	<b>7.8%</b>
(18)	Profit & Cont Provision	6.1%



**SUMMARY of U/W CASH FLOWS**  
**Determination of Profit Provision**

	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)	(12)	(13)
Month	Premium	General & Taxes	Commission & O/Acq	Residual Market	Expected Loss	Dividends	Loss Based Taxes	ULAE	ALAE	U/W Flow excl FIT	FIT on Underwriting	Total U/W Flow	Cumulative Flow
0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
1	\$14,417	-\$2,323	-\$6,250	\$0	-\$126	\$0	\$0	-\$94	-\$6	\$5,618	\$976	\$6,594	\$6,594
2	\$7,750	-\$2,323	\$0	\$0	-\$368	\$0	\$0	-\$135	-\$15	\$4,908	-\$1,205	\$3,703	\$10,297
3	\$7,500	-\$2,323	\$0	\$0	-\$593	\$0	\$0	-\$160	-\$22	\$4,402	-\$1,199	\$3,202	\$13,499
4	\$7,500	-\$2,420	\$0	\$0	-\$712	\$0	\$0	-\$163	-\$27	\$4,178	-\$1,163	\$3,015	\$16,514
5	\$6,833	-\$2,420	\$0	\$0	-\$786	\$0	\$0	-\$178	-\$24	\$3,425	-\$1,161	\$2,264	\$18,779
6	\$6,000	-\$2,420	\$0	\$0	-\$887	\$0	\$0	-\$182	-\$22	\$2,490	-\$1,159	\$1,332	\$20,110
7	\$14,417	-\$2,420	-\$6,250	\$0	-\$873	\$0	\$0	-\$174	-\$25	\$4,674	\$1,029	\$5,702	\$25,812
8	\$7,750	-\$2,420	\$0	\$0	-\$1,027	\$0	\$0	-\$192	-\$21	\$4,090	-\$1,155	\$2,934	\$28,747
9	\$7,500	-\$2,420	\$0	\$0	-\$1,009	\$0	\$0	-\$183	-\$30	\$3,859	-\$1,156	\$2,703	\$31,450
10	\$7,500	-\$2,420	\$0	\$0	-\$1,284	\$0	\$0	-\$207	-\$25	\$3,565	-\$1,149	\$2,416	\$33,865
11	\$6,833	-\$2,420	\$0	\$0	-\$1,124	\$0	\$0	-\$186	-\$20	\$3,083	-\$1,153	\$1,930	\$35,795
12	\$6,000	-\$2,420	\$0	\$0	-\$1,412	\$0	\$0	-\$218	-\$21	\$1,928	-\$1,146	\$782	\$36,577
13	\$0	-\$97	\$0	\$0	-\$1,124	\$0	\$0	-\$125	-\$11	-\$1,357	\$32	-\$1,325	\$35,252
14	\$0	-\$97	\$0	\$0	-\$759	\$0	\$0	-\$66	-\$59	-\$981	\$55	-\$926	\$34,326
15	\$0	-\$97	\$0	\$0	-\$1,012	\$0	\$0	-\$78	-\$18	-\$1,206	\$60	-\$1,145	\$33,181
16	\$0	\$0	\$0	\$0	-\$978	\$0	\$0	-\$70	-\$14	-\$1,063	\$25	-\$1,037	\$32,144
17	\$0	\$0	\$0	\$0	-\$809	\$0	\$0	-\$57	-\$7	-\$873	\$21	-\$852	\$31,291
18	\$0	\$0	\$0	\$0	-\$940	\$0	\$0	-\$63	-\$18	-\$1,021	\$24	-\$996	\$30,295
19	\$0	\$0	\$0	\$0	-\$622	\$0	\$0	-\$43	-\$18	-\$683	\$16	-\$667	\$29,628
20	\$0	\$0	\$0	\$0	-\$529	\$0	\$0	-\$37	-\$25	-\$592	\$14	-\$577	\$29,051
21	\$0	\$0	\$0	\$0	-\$689	\$0	\$0	-\$45	-\$24	-\$758	\$18	-\$740	\$28,311
22	\$0	\$0	\$0	\$0	-\$624	\$0	\$0	-\$41	-\$36	-\$702	\$17	-\$685	\$27,627
23	\$0	\$0	\$0	\$0	-\$368	\$0	\$0	-\$25	-\$28	-\$421	\$10	-\$411	\$27,216
24	\$0	\$0	\$0	\$0	-\$531	\$0	\$0	-\$35	-\$26	-\$591	\$14	-\$577	\$26,639
25	\$0	\$0	\$0	\$0	-\$555	\$0	\$0	-\$36	-\$41	-\$632	\$22	-\$610	\$26,029
26	\$0	\$0	\$0	\$0	-\$317	\$0	\$0	-\$21	-\$26	-\$364	\$8	-\$355	\$25,673
27	\$0	\$0	\$0	\$0	-\$356	\$0	\$0	-\$23	-\$15	-\$395	\$9	-\$386	\$25,287
28	\$0	\$0	\$0	\$0	-\$346	\$0	\$0	-\$22	-\$37	-\$405	\$9	-\$396	\$24,892
29	\$0	\$0	\$0	\$0	-\$358	\$0	\$0	-\$23	-\$17	-\$398	\$9	-\$389	\$24,503
30	\$0	\$0	\$0	\$0	-\$269	\$0	\$0	-\$18	-\$37	-\$324	\$8	-\$317	\$24,186
31	\$0	\$0	\$0	\$0	-\$470	\$0	\$0	-\$29	-\$38	-\$537	\$12	-\$524	\$23,662
32	\$0	\$0	\$0	\$0	-\$344	\$0	\$0	-\$22	-\$35	-\$401	\$9	-\$391	\$23,271
33	\$0	\$0	\$0	\$0	-\$227	\$0	\$0	-\$15	-\$30	-\$272	\$6	-\$266	\$23,005
34	\$0	\$0	\$0	\$0	-\$345	\$0	\$0	-\$21	-\$40	-\$407	\$9	-\$397	\$22,608
35	\$0	\$0	\$0	\$0	-\$166	\$0	\$0	-\$11	-\$39	-\$215	\$5	-\$210	\$22,398
36	\$0	\$0	\$0	\$0	-\$211	\$0	\$0	-\$13	-\$47	-\$271	\$6	-\$265	\$22,133
37	\$0	\$0	\$0	\$0	-\$275	\$0	\$0	-\$17	-\$45	-\$338	\$8	-\$330	\$21,803
38	\$0	\$0	\$0	\$0	-\$121	\$0	\$0	-\$8	-\$31	-\$160	\$4	-\$156	\$21,647
39	\$0	\$0	\$0	\$0	-\$303	\$0	\$0	-\$19	-\$43	-\$365	\$8	-\$356	\$21,291
40	\$0	\$0	\$0	\$0	-\$328	\$0	\$0	-\$20	-\$42	-\$390	\$9	-\$381	\$20,909
41	\$0	\$0	\$0	\$0	-\$257	\$0	\$0	-\$16	-\$34	-\$306	\$7	-\$299	\$20,610
42	\$0	\$0	\$0	\$0	-\$251	\$0	\$0	-\$15	-\$43	-\$309	\$7	-\$302	\$20,308
43	\$0	\$0	\$0	\$0	-\$154	\$0	\$0	-\$10	-\$42	-\$206	\$5	-\$201	\$20,107
44	\$0	\$0	\$0	\$0	-\$213	\$0	\$0	-\$13	-\$38	-\$265	\$6	-\$259	\$19,848
45	\$0	\$0	\$0	\$0	-\$104	\$0	\$0	-\$6	-\$35	-\$145	\$3	-\$142	\$19,706
46	\$0	\$0	\$0	\$0	-\$194	\$0	\$0	-\$12	-\$42	-\$248	\$6	-\$242	\$19,464
47	\$0	\$0	\$0	\$0	-\$118	\$0	\$0	-\$7	-\$37	-\$162	\$4	-\$159	\$19,305
48	\$0	\$0	\$0	\$0	-\$172	\$0	\$0	-\$10	-\$42	-\$224	\$5	-\$219	\$19,086
49	\$0	\$0	\$0	\$0	-\$187	\$0	\$0	-\$11	-\$34	-\$232	\$5	-\$226	\$18,860
50	\$0	\$0	\$0	\$0	-\$155	\$0	\$0	-\$10	-\$30	-\$195	\$5	-\$190	\$18,670
51	\$0	\$0	\$0	\$0	-\$139	\$0	\$0	-\$8	-\$26	-\$173	\$4	-\$169	\$18,500
52	\$0	\$0	\$0	\$0	-\$69	\$0	\$0	-\$4	-\$38	-\$111	\$3	-\$108	\$18,392
53	\$0	\$0	\$0	\$0	-\$81	\$0	\$0	-\$5	-\$25	-\$111	\$3	-\$108	\$18,284
54	\$0	\$0	\$0	\$0	-\$118	\$0	\$0	-\$7	-\$31	-\$156	\$4	-\$153	\$18,131
55	\$0	\$0	\$0	\$0	-\$113	\$0	\$0	-\$7	-\$25	-\$146	\$3	-\$142	\$17,989
56	\$0	\$0	\$0	\$0	-\$52	\$0	\$0	-\$3	-\$25	-\$80	\$2	-\$78	\$17,911
57	\$0	\$0	\$0	\$0	-\$66	\$0	\$0	-\$4	-\$27	-\$98	\$2	-\$95	\$17,816
58	\$0	\$0	\$0	\$0	-\$57	\$0	\$0	-\$3	-\$23	-\$83	\$2	-\$81	\$17,735
59	\$0	\$0	\$0	\$0	-\$108	\$0	\$0	-\$7	-\$27	-\$142	\$3	-\$138	\$17,596
60	\$0	\$0	\$0	\$0	-\$70	-\$19,911	\$0	-\$4	-\$20	-\$20,006	\$6,971	-\$13,034	\$4,562
61	\$0	\$0	\$0	\$0	-\$73	\$0	\$0	-\$4	-\$12	-\$89	\$2	-\$87	\$4,475
62	\$0	\$0	\$0	\$0	-\$37	\$0	\$0	-\$2	-\$8	-\$47	\$1	-\$46	\$4,429
63	\$0	\$0	\$0	\$0	-\$49	\$0	\$0	-\$3	-\$15	-\$68	\$2	-\$66	\$4,363
64	\$0	\$0	\$0	\$0	-\$59	\$0	\$0	-\$4	-\$17	-\$80	\$2	-\$78	\$4,285
65	\$0	\$0	\$0	\$0	-\$37	\$0	\$0	-\$2	-\$10	-\$49	\$1	-\$48	\$4,238
66	\$0	\$0	\$0	\$0	-\$16	\$0	\$0	-\$1	-\$10	-\$27	\$1	-\$27	\$4,211
67	\$0	\$0	\$0	\$0	-\$153	\$0	\$0	-\$9	-\$7	-\$169	\$4	-\$165	\$4,046
68	\$0	\$0	\$0	\$0	\$17	\$0	\$0	\$1	-\$8	\$10	\$0	\$10	\$4,056
69	\$0	\$0	\$0	\$0	-\$21	\$0	\$0	-\$1	-\$6	-\$28	\$1	-\$27	\$4,029
70	\$0	\$0	\$0	\$0	-\$17	\$0	\$0	-\$1	-\$6	-\$24	\$1	-\$24	\$4,005
71	\$0	\$0	\$0	\$0	-\$28	\$0	\$0	-\$2	-\$4	-\$34	\$1	-\$34	\$3,972
72	\$0	\$0	\$0	\$0	-\$16	\$0	\$0	-\$1	-\$9	-\$26	\$1	-\$25	\$3,946
	\$100,000	-\$29,040	-\$12,500	\$0	-\$27,347	-\$19,911	\$0	-\$3,271	-\$1,860	\$6,071	-\$2,125	\$3,946	

**SUMMARY of FIT on UNDERWRITING**  
**Determination of Profit Provision**

Exhibit IX.3-C

Month	(1) Incremental Loss & LAE	(2) Cumulative Loss & LAE	(3) IRS Discount Factor	(4) Undiscounted Loss & LAE Reserves	(5) Discounted Loss & LAE Reserves	(6) Incurred Loss & LAE for Taxes	(7) Taxable Underwriting Gain or Loss	(8) FIT on Underwriting
0	\$0	\$0	0.000000	\$0	\$0	\$0	\$0	\$0
1	-\$225	-\$225	0.936121	-\$2,481	-\$2,323	-\$2,548	-\$2,788	\$976
2	-\$519	-\$744	0.936121	-\$4,669	-\$4,371	-\$2,567	\$3,443	-\$1,205
3	-\$775	-\$1,519	0.936121	-\$6,600	-\$6,179	-\$2,583	\$3,427	-\$1,199
4	-\$902	-\$2,421	0.936121	-\$8,405	-\$7,868	-\$2,591	\$3,322	-\$1,163
5	-\$988	-\$3,409	0.936121	-\$10,123	-\$9,476	-\$2,597	\$3,317	-\$1,161
6	-\$1,090	-\$4,499	0.936121	-\$11,740	-\$10,990	-\$2,603	\$3,310	-\$1,159
7	-\$1,073	-\$5,572	0.936121	-\$13,373	-\$12,519	-\$2,602	-\$2,939	\$1,029
8	-\$1,240	-\$6,813	0.936121	-\$14,839	-\$13,891	-\$2,613	\$3,301	-\$1,155
9	-\$1,221	-\$8,034	0.936121	-\$16,324	-\$15,281	-\$2,612	\$3,302	-\$1,156
10	-\$1,515	-\$9,550	0.936121	-\$17,515	-\$16,396	-\$2,630	\$3,283	-\$1,149
11	-\$1,330	-\$10,880	0.936121	-\$18,891	-\$17,684	-\$2,619	\$3,295	-\$1,153
12	-\$1,652	-\$12,532	0.936121	-\$19,946	-\$18,672	-\$2,639	\$3,274	-\$1,146
13	-\$1,260	-\$13,792	0.931486	-\$18,686	-\$17,406	\$6	-\$91	\$32
14	-\$884	-\$14,676	0.931486	-\$17,801	-\$16,582	-\$61	-\$157	\$55
15	-\$1,109	-\$15,785	0.931486	-\$16,693	-\$15,549	-\$76	-\$173	\$60
16	-\$1,063	-\$16,848	0.931486	-\$15,630	-\$14,559	-\$73	-\$73	\$25
17	-\$873	-\$17,721	0.931486	-\$14,757	-\$13,746	-\$60	-\$60	\$21
18	-\$1,021	-\$18,742	0.931486	-\$13,736	-\$12,795	-\$70	-\$70	\$24
19	-\$683	-\$19,425	0.931486	-\$13,053	-\$12,158	-\$47	-\$47	\$16
20	-\$592	-\$20,016	0.931486	-\$12,461	-\$11,607	-\$41	-\$41	\$14
21	-\$758	-\$20,774	0.931486	-\$11,703	-\$10,902	-\$52	-\$52	\$18
22	-\$702	-\$21,476	0.931486	-\$11,002	-\$10,248	-\$48	-\$48	\$17
23	-\$421	-\$21,896	0.931486	-\$10,581	-\$9,856	-\$29	-\$29	\$10
24	-\$591	-\$22,488	0.931486	-\$9,990	-\$9,305	-\$41	-\$41	\$14
25	-\$632	-\$23,119	0.933510	-\$9,358	-\$8,736	-\$62	-\$62	\$22
26	-\$364	-\$23,483	0.933510	-\$8,994	-\$8,396	-\$24	-\$24	\$8
27	-\$395	-\$23,879	0.933510	-\$8,599	-\$8,027	-\$26	-\$26	\$9
28	-\$405	-\$24,284	0.933510	-\$8,194	-\$7,649	-\$27	-\$27	\$9
29	-\$398	-\$24,682	0.933510	-\$7,796	-\$7,277	-\$26	-\$26	\$9
30	-\$324	-\$25,006	0.933510	-\$7,471	-\$6,975	-\$22	-\$22	\$8
31	-\$537	-\$25,543	0.933510	-\$6,935	-\$6,474	-\$36	-\$36	\$12
32	-\$401	-\$25,943	0.933510	-\$6,534	-\$6,100	-\$27	-\$27	\$9
33	-\$272	-\$26,215	0.933510	-\$6,262	-\$5,846	-\$18	-\$18	\$6
34	-\$407	-\$26,622	0.933510	-\$5,856	-\$5,466	-\$27	-\$27	\$9
35	-\$215	-\$26,837	0.933510	-\$5,640	-\$5,265	-\$14	-\$14	\$5
36	-\$271	-\$27,108	0.933510	-\$5,370	-\$5,013	-\$18	-\$18	\$6
37	-\$338	-\$27,446	0.933510	-\$5,032	-\$4,697	-\$22	-\$22	\$8
38	-\$160	-\$27,605	0.933510	-\$4,872	-\$4,548	-\$11	-\$11	\$4
39	-\$365	-\$27,970	0.933510	-\$4,507	-\$4,207	-\$24	-\$24	\$8
40	-\$390	-\$28,361	0.933510	-\$4,117	-\$3,843	-\$26	-\$26	\$9
41	-\$306	-\$28,667	0.933510	-\$3,810	-\$3,557	-\$20	-\$20	\$7
42	-\$309	-\$28,977	0.933510	-\$3,501	-\$3,268	-\$21	-\$21	\$7
43	-\$206	-\$29,183	0.933510	-\$3,295	-\$3,076	-\$14	-\$14	\$5
44	-\$265	-\$29,447	0.933510	-\$3,030	-\$2,829	-\$18	-\$18	\$6
45	-\$145	-\$29,593	0.933510	-\$2,885	-\$2,693	-\$10	-\$10	\$3
46	-\$248	-\$29,841	0.933510	-\$2,637	-\$2,461	-\$16	-\$16	\$6
47	-\$162	-\$30,003	0.933510	-\$2,474	-\$2,310	-\$11	-\$11	\$4
48	-\$224	-\$30,228	0.933510	-\$2,250	-\$2,100	-\$15	-\$15	\$5
49	-\$232	-\$30,459	0.933510	-\$2,018	-\$1,884	-\$15	-\$15	\$5
50	-\$195	-\$30,654	0.933510	-\$1,823	-\$1,702	-\$13	-\$13	\$5
51	-\$173	-\$30,828	0.933510	-\$1,650	-\$1,540	-\$12	-\$12	\$4
52	-\$111	-\$30,938	0.933510	-\$1,539	-\$1,437	-\$7	-\$7	\$3
53	-\$111	-\$31,049	0.933510	-\$1,428	-\$1,333	-\$7	-\$7	\$3
54	-\$156	-\$31,205	0.933510	-\$1,272	-\$1,188	-\$10	-\$10	\$4
55	-\$146	-\$31,351	0.933510	-\$1,127	-\$1,052	-\$10	-\$10	\$3
56	-\$80	-\$31,431	0.933510	-\$1,047	-\$977	-\$5	-\$5	\$2
57	-\$98	-\$31,528	0.933510	-\$949	-\$886	-\$6	-\$6	\$2
58	-\$83	-\$31,611	0.933510	-\$866	-\$809	-\$6	-\$6	\$2
59	-\$142	-\$31,753	0.933510	-\$725	-\$677	-\$9	-\$9	\$3
60	-\$94	-\$31,847	0.933510	-\$631	-\$589	-\$6	-\$19,918	\$6,971
61	-\$89	-\$31,936	0.933510	-\$541	-\$505	-\$6	-\$6	\$2
62	-\$47	-\$31,983	0.933510	-\$495	-\$462	-\$3	-\$3	\$1
63	-\$68	-\$32,050	0.933510	-\$427	-\$399	-\$4	-\$4	\$2
64	-\$80	-\$32,130	0.933510	-\$347	-\$324	-\$5	-\$5	\$2
65	-\$49	-\$32,179	0.933510	-\$298	-\$278	-\$3	-\$3	\$1
66	-\$27	-\$32,207	0.933510	-\$271	-\$253	-\$2	-\$2	\$1
67	-\$169	-\$32,376	0.933510	-\$102	-\$95	-\$11	-\$11	\$4
68	\$10	-\$32,365	0.933510	-\$112	-\$105	\$1	\$1	\$0
69	-\$28	-\$32,393	0.933510	-\$85	-\$79	-\$2	-\$2	\$1
70	-\$24	-\$32,417	0.933510	-\$60	-\$56	-\$2	-\$2	\$1
71	-\$34	-\$32,452	0.933510	-\$26	-\$24	-\$2	-\$2	\$1
72	-\$26	-\$32,478	0.933510	\$0	\$0	-\$2	-\$2	\$1
	-\$32,478					-\$32,478	\$6,071	-\$2,125

**CALCULATION of SURPLUS**  
**Determination of Profit Provision**

Exhibit IX.4-C

	(1)	(2)	(3)	(4)
	SURPLUS added (-) or reduced (+) to support:			
		Loss&LAE	Underwriting	Total
Month	<u>PREMIUM</u>	<u>payments</u>	<u>Profit</u>	<u>SURPLUS</u>
0	-\$35,714	\$0	\$0	-\$35,714
1	\$0	\$921	\$569	\$1,489
2	\$0	\$528	\$306	\$834
3	\$0	\$685	\$296	\$981
4	\$0	\$771	\$296	\$1,067
5	\$0	\$823	\$270	\$1,093
6	\$0	\$885	\$237	\$1,122
7	\$0	\$1,446	\$569	\$2,015
8	\$0	\$977	\$306	\$1,283
9	\$0	\$965	\$296	\$1,261
10	\$0	\$1,144	\$296	\$1,440
11	\$0	\$1,032	\$270	\$1,301
12	\$0	\$1,227	\$237	\$1,464
13	\$0	\$777	\$0	\$777
14	\$0	\$548	\$0	\$548
15	\$0	\$684	\$0	\$684
16	\$0	\$647	\$0	\$647
17	\$0	\$532	\$0	\$532
18	\$0	\$622	\$0	\$622
19	\$0	\$416	\$0	\$416
20	\$0	\$360	\$0	\$360
21	\$0	\$462	\$0	\$462
22	\$0	\$427	\$0	\$427
23	\$0	\$256	\$0	\$256
24	\$0	\$360	\$0	\$360
25	\$0	\$385	\$0	\$385
26	\$0	\$222	\$0	\$222
27	\$0	\$241	\$0	\$241
28	\$0	\$247	\$0	\$247
29	\$0	\$243	\$0	\$243
30	\$0	\$197	\$0	\$197
31	\$0	\$327	\$0	\$327
32	\$0	\$244	\$0	\$244
33	\$0	\$166	\$0	\$166
34	\$0	\$248	\$0	\$248
35	\$0	\$131	\$0	\$131
36	\$0	\$165	\$0	\$165
37	\$0	\$206	\$0	\$206
38	\$0	\$97	\$0	\$97
39	\$0	\$222	\$0	\$222
40	\$0	\$238	\$0	\$238
41	\$0	\$187	\$0	\$187
42	\$0	\$189	\$0	\$189
43	\$0	\$125	\$0	\$125
44	\$0	\$161	\$0	\$161
45	\$0	\$89	\$0	\$89
46	\$0	\$151	\$0	\$151
47	\$0	\$99	\$0	\$99
48	\$0	\$137	\$0	\$137
49	\$0	\$141	\$0	\$141
50	\$0	\$119	\$0	\$119
51	\$0	\$106	\$0	\$106
52	\$0	\$67	\$0	\$67
53	\$0	\$68	\$0	\$68
54	\$0	\$95	\$0	\$95
55	\$0	\$89	\$0	\$89
56	\$0	\$49	\$0	\$49
57	\$0	\$60	\$0	\$60
58	\$0	\$50	\$0	\$50
59	\$0	\$86	\$0	\$86
60	\$0	\$12,188	\$0	\$12,188
61	\$0	\$54	\$0	\$54
62	\$0	\$29	\$0	\$29
63	\$0	\$41	\$0	\$41
64	\$0	\$49	\$0	\$49
65	\$0	\$30	\$0	\$30
66	\$0	\$17	\$0	\$17
67	\$0	\$103	\$0	\$103
68	\$0	-\$6	\$0	-\$6
69	\$0	\$17	\$0	\$17
70	\$0	\$15	\$0	\$15
71	\$0	\$21	\$0	\$21
72	\$0	\$16	\$0	\$16
	-\$35,714	\$35,714	\$3,946	\$3,946

**CALCULATION of NET CASH FLOW**  
**Determination of Profit Provision**

Exhibit IX.5-C

Month	(1) Cumulative Supporting Surplus	(2) Average Supporting Surplus	(3) Investment Income on Surplus	(4) Cumulative U/W Flow incl U/W Profit	(5) Average U/W Flow incl U/W Profit	(6) Investment Income on U/W Flow	(7) Total Investment Income	(8) Net Cash Flow
0	-\$35,714	\$17,857	\$40	\$0	\$0	\$0	\$40	-\$35,675
1	-\$34,794	\$35,254	\$78	\$6,025	\$3,013	\$1	\$79	\$1,568
2	-\$34,265	\$34,529	\$77	\$9,422	\$7,724	\$2	\$78	\$913
3	-\$33,581	\$33,923	\$75	\$12,328	\$10,875	\$2	\$78	\$1,058
4	-\$32,810	\$33,195	\$74	\$15,048	\$13,688	\$3	\$77	\$1,143
5	-\$31,987	\$32,398	\$72	\$17,042	\$16,045	\$4	\$76	\$1,168
6	-\$31,102	\$31,544	\$70	\$18,137	\$17,590	\$4	\$74	\$1,196
7	-\$29,655	\$30,379	\$67	\$23,270	\$20,704	\$5	\$72	\$2,087
8	-\$28,679	\$29,167	\$65	\$25,899	\$24,585	\$6	\$70	\$1,353
9	-\$27,713	\$28,196	\$63	\$28,306	\$27,102	\$6	\$69	\$1,330
10	-\$26,569	\$27,141	\$60	\$30,425	\$29,366	\$7	\$67	\$1,507
11	-\$25,537	\$26,053	\$58	\$32,086	\$31,256	\$7	\$65	\$1,366
12	-\$24,310	\$24,923	\$55	\$32,631	\$32,358	\$7	\$63	\$1,527
13	-\$23,533	\$23,921	\$53	\$31,306	\$31,969	\$7	\$60	\$837
14	-\$22,985	\$23,259	\$52	\$30,380	\$30,843	\$7	\$59	\$606
15	-\$22,301	\$22,643	\$50	\$29,235	\$29,807	\$7	\$57	\$741
16	-\$21,654	\$21,977	\$49	\$28,198	\$28,716	\$7	\$55	\$703
17	-\$21,122	\$21,388	\$47	\$27,345	\$27,771	\$6	\$54	\$586
18	-\$20,500	\$20,811	\$46	\$26,349	\$26,847	\$6	\$52	\$674
19	-\$20,083	\$20,291	\$45	\$25,682	\$26,015	\$6	\$51	\$467
20	-\$19,723	\$19,903	\$44	\$25,105	\$25,393	\$6	\$50	\$410
21	-\$19,261	\$19,492	\$43	\$24,365	\$24,735	\$6	\$49	\$511
22	-\$18,834	\$19,048	\$42	\$23,680	\$24,023	\$5	\$48	\$475
23	-\$18,578	\$18,706	\$41	\$23,270	\$23,475	\$5	\$47	\$303
24	-\$18,217	\$18,397	\$41	\$22,693	\$22,981	\$5	\$46	\$406
25	-\$17,833	\$18,025	\$40	\$22,083	\$22,388	\$5	\$45	\$430
26	-\$17,611	\$17,722	\$39	\$21,727	\$21,905	\$5	\$44	\$266
27	-\$17,370	\$17,490	\$39	\$21,341	\$21,534	\$5	\$44	\$284
28	-\$17,123	\$17,247	\$38	\$20,946	\$21,143	\$5	\$43	\$290
29	-\$16,880	\$17,002	\$38	\$20,557	\$20,751	\$5	\$42	\$285
30	-\$16,683	\$16,782	\$37	\$20,240	\$20,398	\$5	\$42	\$239
31	-\$16,356	\$16,520	\$37	\$19,716	\$19,978	\$5	\$41	\$368
32	-\$16,112	\$16,234	\$36	\$19,324	\$19,520	\$4	\$40	\$285
33	-\$15,946	\$16,029	\$36	\$19,059	\$19,192	\$4	\$40	\$206
34	-\$15,699	\$15,822	\$35	\$18,662	\$18,860	\$4	\$39	\$287
35	-\$15,567	\$15,633	\$35	\$18,452	\$18,557	\$4	\$39	\$170
36	-\$15,402	\$15,485	\$34	\$18,187	\$18,319	\$4	\$39	\$204
37	-\$15,197	\$15,299	\$34	\$17,857	\$18,022	\$4	\$38	\$244
38	-\$15,099	\$15,148	\$34	\$17,701	\$17,779	\$4	\$38	\$135
39	-\$14,877	\$14,988	\$33	\$17,345	\$17,523	\$4	\$37	\$260
40	-\$14,639	\$14,758	\$33	\$16,963	\$17,154	\$4	\$37	\$275
41	-\$14,453	\$14,546	\$32	\$16,664	\$16,814	\$4	\$36	\$223
42	-\$14,264	\$14,358	\$32	\$16,362	\$16,513	\$4	\$36	\$224
43	-\$14,139	\$14,201	\$31	\$16,161	\$16,261	\$4	\$35	\$161
44	-\$13,977	\$14,058	\$31	\$15,902	\$16,031	\$4	\$35	\$196
45	-\$13,889	\$13,933	\$31	\$15,760	\$15,831	\$4	\$35	\$123
46	-\$13,737	\$13,813	\$31	\$15,518	\$15,639	\$4	\$34	\$185
47	-\$13,639	\$13,688	\$30	\$15,359	\$15,438	\$4	\$34	\$133
48	-\$13,502	\$13,570	\$30	\$15,140	\$15,250	\$3	\$34	\$170
49	-\$13,361	\$13,431	\$30	\$14,914	\$15,027	\$3	\$33	\$174
50	-\$13,242	\$13,301	\$29	\$14,723	\$14,819	\$3	\$33	\$152
51	-\$13,136	\$13,189	\$29	\$14,554	\$14,639	\$3	\$33	\$138
52	-\$13,069	\$13,103	\$29	\$14,446	\$14,500	\$3	\$32	\$100
53	-\$13,001	\$13,035	\$29	\$14,338	\$14,392	\$3	\$32	\$100
54	-\$12,906	\$12,954	\$29	\$14,185	\$14,261	\$3	\$32	\$127
55	-\$12,817	\$12,862	\$29	\$14,043	\$14,114	\$3	\$32	\$120
56	-\$12,769	\$12,793	\$28	\$13,965	\$14,004	\$3	\$32	\$80
57	-\$12,709	\$12,739	\$28	\$13,870	\$13,917	\$3	\$31	\$91
58	-\$12,659	\$12,684	\$28	\$13,789	\$13,829	\$3	\$31	\$82
59	-\$12,573	\$12,616	\$28	\$13,650	\$13,719	\$3	\$31	\$117
60	-\$384	\$6,478	\$14	\$616	\$7,133	\$2	\$16	\$12,204
61	-\$330	\$357	\$1	\$529	\$572	\$0	\$1	\$55
62	-\$301	\$316	\$1	\$483	\$506	\$0	\$1	\$29
63	-\$260	\$281	\$1	\$417	\$450	\$0	\$1	\$42
64	-\$212	\$236	\$1	\$339	\$378	\$0	\$1	\$49
65	-\$182	\$197	\$0	\$291	\$315	\$0	\$1	\$30
66	-\$165	\$173	\$0	\$265	\$278	\$0	\$0	\$17
67	-\$62	\$114	\$0	\$100	\$182	\$0	\$0	\$103
68	-\$68	\$65	\$0	\$110	\$105	\$0	\$0	-\$6
69	-\$52	\$60	\$0	\$83	\$96	\$0	\$0	\$17
70	-\$37	\$44	\$0	\$59	\$71	\$0	\$0	\$15
71	-\$16	\$26	\$0	\$25	\$42	\$0	\$0	\$21
72	\$0	\$8	\$0	\$0	\$13	\$0	\$0	\$16
			\$2,568			\$265	\$2,833	\$6,779
						IRR:		7.8%

**INTERNAL RATE of RETURN MODEL:  
Determination of Profit Provision  
Payback Auto Physical Damage**

**Exhibit IX.1-D**

Underlying Assumptions

(1)	Expected Loss Ratio	29.18%
(2)	Expected Losses	\$29,177
(3)	Written Premium	\$100,000
(4)	Combined Ratio	95.24%
(5)	Premium to Surplus	2.80
(6)	After-Tax Investment Rate	0.11%
(6a)	After-Tax Portfolio Yield	2.69%
(7)	Federal Income Tax	35.0%
(8)	Effective Federal Tax Rate	20.9%

Expenses as a % of Premium

(9)	General Expense (Fixed)	27.1%
(10)	Premium Taxes	1.9%
(11)	Commission and O/A (Variable)	12.5%
(12)	Dividends	19.9%
(13)	Residual Market	0.0%
	<b>Total Expense To Premium</b>	<b>61.5%</b>

	<u>Loss Based Expenses</u>	<u>% of Loss</u>	<u>% of Prem</u>
(14)	ULAE	14.3%	4.2%
(15)	ALAE	1.5%	0.4%
(16)	Loss Based Taxes	0.0%	0.0%
	<b>Total Expense To Loss</b>	<b>15.8%</b>	<b>4.6%</b>

(17)	Internal Rate of Return	<b>7.8%</b>
(18)	Profit & Cont Provision	4.8%

**SUMMARY of U/W CASH FLOWS**  
**Determination of Profit Provision**

	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)	(12)	(13)
Month	Premium	General & Taxes	Commission & O/Acq	Residual Market	Expected Loss	Dividends	Loss Based Taxes	ULAE	ALAE	U/W Flow excl FIT	FIT on Underwriting	Total U/W Flow	Cumulative Flow
0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
1	\$14,417	-\$2,323	-\$6,250	\$0	-\$1,495	\$0	\$0	-\$260	-\$1	\$4,088	\$1,061	\$5,148	\$5,148
2	\$7,750	-\$2,323	\$0	\$0	-\$2,277	\$0	\$0	-\$309	-\$1	\$2,840	-\$1,120	\$1,720	\$6,869
3	\$7,500	-\$2,323	\$0	\$0	-\$2,488	\$0	\$0	-\$343	-\$3	\$2,342	-\$1,118	\$1,225	\$8,093
4	\$7,500	-\$2,420	\$0	\$0	-\$2,496	\$0	\$0	-\$356	-\$6	\$2,222	-\$1,084	\$1,139	\$9,232
5	\$6,833	-\$2,420	\$0	\$0	-\$2,549	\$0	\$0	-\$370	-\$1	\$1,494	-\$1,083	\$411	\$9,643
6	\$6,000	-\$2,420	\$0	\$0	-\$2,800	\$0	\$0	-\$384	-\$2	\$395	-\$1,081	-\$686	\$8,957
7	\$14,417	-\$2,420	-\$6,250	\$0	-\$2,701	\$0	\$0	-\$370	-\$1	\$2,675	\$1,106	\$3,781	\$12,737
8	\$7,750	-\$2,420	\$0	\$0	-\$2,281	\$0	\$0	-\$329	-\$4	\$2,717	-\$1,086	\$1,631	\$14,369
9	\$7,500	-\$2,420	\$0	\$0	-\$2,442	\$0	\$0	-\$334	\$0	\$2,304	-\$1,084	\$1,220	\$15,588
10	\$7,500	-\$2,420	\$0	\$0	-\$2,356	\$0	\$0	-\$334	-\$6	\$2,384	-\$1,085	\$1,299	\$16,887
11	\$6,833	-\$2,420	\$0	\$0	-\$2,372	\$0	\$0	-\$333	-\$14	\$1,694	-\$1,085	\$609	\$17,497
12	\$6,000	-\$2,420	\$0	\$0	-\$3,120	\$0	\$0	-\$405	-\$2	\$54	-\$1,078	-\$1,024	\$16,473
13	\$0	-\$97	\$0	\$0	-\$1,205	\$0	\$0	-\$120	\$0	-\$1,422	\$52	-\$1,370	\$15,102
14	\$0	-\$97	\$0	\$0	\$83	\$0	\$0	-\$1	-\$9	\$24	\$33	\$9	\$15,111
15	\$0	-\$97	\$0	\$0	\$130	\$0	\$0	\$4	-\$1	\$36	\$32	\$68	\$15,180
16	\$0	\$0	\$0	\$0	\$131	\$0	\$0	\$7	-\$2	\$136	-\$2	\$134	\$15,314
17	\$0	\$0	\$0	\$0	\$142	\$0	\$0	\$7	\$0	\$149	-\$2	\$147	\$15,460
18	\$0	\$0	\$0	\$0	\$81	\$0	\$0	\$4	-\$5	\$80	-\$1	\$79	\$15,539
19	\$0	\$0	\$0	\$0	\$104	\$0	\$0	\$7	-\$7	\$104	-\$2	\$103	\$15,642
20	\$0	\$0	\$0	\$0	\$72	\$0	\$0	\$4	\$0	\$76	-\$1	\$75	\$15,717
21	\$0	\$0	\$0	\$0	\$70	\$0	\$0	\$5	\$0	\$75	-\$1	\$74	\$15,791
22	\$0	\$0	\$0	\$0	\$74	\$0	\$0	\$5	-\$42	\$37	-\$1	\$37	\$15,827
23	\$0	\$0	\$0	\$0	\$68	\$0	\$0	\$4	\$0	\$73	-\$1	\$72	\$15,899
24	\$0	\$0	\$0	\$0	\$31	\$0	\$0	\$2	-\$3	\$30	\$0	\$30	\$15,929
25	\$0	\$0	\$0	\$0	\$67	\$0	\$0	\$5	-\$1	\$71	-\$1	\$70	\$15,998
26	\$0	\$0	\$0	\$0	\$41	\$0	\$0	\$3	-\$1	\$43	\$0	\$43	\$16,041
27	\$0	\$0	\$0	\$0	\$41	\$0	\$0	\$2	\$0	\$43	\$0	\$42	\$16,083
28	\$0	\$0	\$0	\$0	\$25	\$0	\$0	\$2	\$0	\$26	\$0	\$26	\$16,110
29	\$0	\$0	\$0	\$0	\$22	\$0	\$0	\$2	\$0	\$23	\$0	\$23	\$16,133
30	\$0	\$0	\$0	\$0	\$25	\$0	\$0	\$2	\$0	\$27	\$0	\$26	\$16,159
31	\$0	\$0	\$0	\$0	\$19	\$0	\$0	\$1	\$0	\$20	\$0	\$20	\$16,179
32	\$0	\$0	\$0	\$0	\$20	\$0	\$0	\$1	\$0	\$22	\$0	\$21	\$16,200
33	\$0	\$0	\$0	\$0	\$8	\$0	\$0	\$1	-\$7	\$2	\$0	\$2	\$16,202
34	\$0	\$0	\$0	\$0	\$8	\$0	\$0	\$1	-\$1	\$8	\$0	\$8	\$16,210
35	\$0	\$0	\$0	\$0	\$9	\$0	\$0	\$1	-\$187	-\$177	\$1	-\$176	\$16,034
36	\$0	\$0	\$0	\$0	\$8	\$0	\$0	\$1	\$0	\$9	\$0	\$9	\$16,043
37	\$0	\$0	\$0	\$0	\$12	\$0	\$0	\$1	\$0	\$12	\$0	\$12	\$16,055
38	\$0	\$0	\$0	\$0	\$2	\$0	\$0	\$0	\$0	\$2	\$0	\$2	\$16,057
39	\$0	\$0	\$0	\$0	-\$10	\$0	\$0	-\$3	-\$34	-\$46	\$0	-\$46	\$16,011
40	\$0	\$0	\$0	\$0	\$6	\$0	\$0	\$0	\$0	\$7	\$0	\$7	\$16,018
41	\$0	\$0	\$0	\$0	\$5	\$0	\$0	\$0	-\$2	\$3	\$0	\$3	\$16,021
42	\$0	\$0	\$0	\$0	\$9	\$0	\$0	\$1	-\$2	\$8	\$0	\$8	\$16,029
43	\$0	\$0	\$0	\$0	\$6	\$0	\$0	\$0	-\$1	\$5	\$0	\$5	\$16,034
44	\$0	\$0	\$0	\$0	-\$1	\$0	\$0	\$0	\$0	-\$1	\$0	-\$1	\$16,033
45	\$0	\$0	\$0	\$0	\$10	\$0	\$0	\$1	-\$33	-\$23	\$0	-\$23	\$16,010
46	\$0	\$0	\$0	\$0	\$5	\$0	\$0	\$0	-\$4	\$2	\$0	\$2	\$16,012
47	\$0	\$0	\$0	\$0	\$2	\$0	\$0	\$0	-\$3	-\$2	\$0	-\$2	\$16,010
48	\$0	\$0	\$0	\$0	\$4	\$0	\$0	\$0	-\$1	\$3	\$0	\$3	\$16,014
49	\$0	\$0	\$0	\$0	\$8	\$0	\$0	\$1	-\$5	\$4	\$0	\$4	\$16,017
50	\$0	\$0	\$0	\$0	\$3	\$0	\$0	\$0	\$0	\$4	\$0	\$4	\$16,021
51	\$0	\$0	\$0	\$0	\$6	\$0	\$0	\$0	\$0	\$5	\$0	\$5	\$16,026
52	\$0	\$0	\$0	\$0	\$1	\$0	\$0	\$0	\$0	\$1	\$0	\$1	\$16,027
53	\$0	\$0	\$0	\$0	\$3	\$0	\$0	\$0	-\$1	\$2	\$0	\$2	\$16,029
54	\$0	\$0	\$0	\$0	\$12	\$0	\$0	\$1	\$0	\$13	\$0	\$12	\$16,041
55	\$0	\$0	\$0	\$0	\$4	\$0	\$0	\$0	-\$13	-\$9	\$0	-\$9	\$16,032
56	\$0	\$0	\$0	\$0	\$1	\$0	\$0	\$0	-\$30	-\$28	\$0	-\$28	\$16,004
57	\$0	\$0	\$0	\$0	\$7	\$0	\$0	\$1	\$0	\$8	\$0	\$8	\$16,012
58	\$0	\$0	\$0	\$0	\$3	\$0	\$0	\$0	\$0	\$3	\$0	\$3	\$16,015
59	\$0	\$0	\$0	\$0	\$3	\$0	\$0	\$0	\$0	\$3	\$0	\$3	\$16,018
60	\$0	\$0	\$0	\$0	\$3	-\$19,911	\$0	\$0	\$0	-\$19,908	\$6,969	-\$12,939	\$3,079
61	\$0	\$0	\$0	\$0	\$3	\$0	\$0	\$0	\$0	\$3	\$0	\$3	\$3,082
62	\$0	\$0	\$0	\$0	\$1	\$0	\$0	\$0	\$0	\$1	\$0	\$1	\$3,083
63	\$0	\$0	\$0	\$0	\$3	\$0	\$0	-\$2	-\$1	-\$1	\$0	-\$1	\$3,083
64	\$0	\$0	\$0	\$0	-\$3	\$0	\$0	\$0	\$0	-\$3	\$0	-\$3	\$3,079
65	\$0	\$0	\$0	\$0	\$3	\$0	\$0	\$0	\$0	\$3	\$0	\$3	\$3,083
66	\$0	\$0	\$0	\$0	-\$2	\$0	\$0	\$0	\$0	-\$2	\$0	-\$2	\$3,080
67	\$0	\$0	\$0	\$0	\$3	\$0	\$0	\$0	\$0	\$3	\$0	\$3	\$3,083
68	\$0	\$0	\$0	\$0	\$1	\$0	\$0	\$0	\$0	\$1	\$0	\$1	\$3,085
69	\$0	\$0	\$0	\$0	\$4	\$0	\$0	\$0	\$0	\$4	\$0	\$4	\$3,089
70	\$0	\$0	\$0	\$0	\$1	\$0	\$0	\$0	\$0	\$1	\$0	\$1	\$3,090
71	\$0	\$0	\$0	\$0	\$3	\$0	\$0	\$0	\$0	\$3	\$0	\$3	\$3,093
72	\$0	\$0	\$0	\$0	-\$3	\$0	\$0	\$0	\$0	-\$3	\$0	-\$3	\$3,090
	\$100,000	-\$29,040	-\$12,500	\$0	-\$29,181	-\$19,911	\$0	-\$4,176	-\$438	\$4,754	-\$1,664	\$3,090	

**SUMMARY of FIT on UNDERWRITING**  
**Determination of Profit Provision**

Exhibit IX.3-D

Month	(1) Incremental Loss & LAE	(2) Cumulative Loss & LAE	(3) IRS Discount Factor	(4) Undiscounted Loss & LAE Reserves	(5) Discounted Loss & LAE Reserves	(6) Incurred Loss & LAE for Taxes	(7) Taxable Underwriting Gain or Loss	(8) FIT on Underwriting
0	\$0	\$0	0.000000	\$0	\$0	\$0	\$0	\$0
1	-\$1,756	-\$1,756	0.976638	-\$1,060	-\$1,035	-\$2,791	-\$3,031	\$1,061
2	-\$2,587	-\$4,343	0.976638	-\$1,290	-\$1,259	-\$2,811	\$3,199	-\$1,120
3	-\$2,834	-\$7,177	0.976638	-\$1,271	-\$1,242	-\$2,817	\$3,194	-\$1,118
4	-\$2,858	-\$10,035	0.976638	-\$1,230	-\$1,201	-\$2,817	\$3,096	-\$1,084
5	-\$2,919	-\$12,954	0.976638	-\$1,127	-\$1,101	-\$2,819	\$3,095	-\$1,083
6	-\$3,185	-\$16,139	0.976638	-\$758	-\$740	-\$2,825	\$3,089	-\$1,081
7	-\$3,072	-\$19,211	0.976638	-\$502	-\$491	-\$2,822	-\$3,159	\$1,106
8	-\$2,613	-\$21,824	0.976638	-\$705	-\$689	-\$2,811	\$3,102	-\$1,086
9	-\$2,776	-\$24,600	0.976638	-\$746	-\$728	-\$2,815	\$3,098	-\$1,084
10	-\$2,696	-\$27,296	0.976638	-\$866	-\$846	-\$2,813	\$3,100	-\$1,085
11	-\$2,719	-\$30,015	0.976638	-\$963	-\$940	-\$2,814	\$3,099	-\$1,085
12	-\$3,526	-\$33,541	0.976638	-\$253	-\$247	-\$2,833	\$3,081	-\$1,078
13	-\$1,325	-\$34,866	0.957713	\$1,072	\$1,027	-\$51	-\$148	\$52
14	\$73	-\$34,793	0.957713	\$999	\$957	\$3	-\$94	\$33
15	\$133	-\$34,660	0.957713	\$866	\$829	\$6	-\$91	\$32
16	\$136	-\$34,524	0.957713	\$730	\$699	\$6	\$6	-\$2
17	\$149	-\$34,375	0.957713	\$581	\$557	\$6	\$6	-\$2
18	\$80	-\$34,295	0.957713	\$501	\$479	\$3	\$3	-\$1
19	\$104	-\$34,191	0.957713	\$397	\$380	\$4	\$4	-\$2
20	\$76	-\$34,115	0.957713	\$320	\$307	\$3	\$3	-\$1
21	\$75	-\$34,040	0.957713	\$246	\$235	\$3	\$3	-\$1
22	\$37	-\$34,003	0.957713	\$209	\$200	\$2	\$2	-\$1
23	\$73	-\$33,930	0.957713	\$136	\$130	\$3	\$3	-\$1
24	\$30	-\$33,900	0.957713	\$106	\$101	\$1	\$1	\$0
25	\$71	-\$33,829	0.978513	\$34	\$34	\$4	\$4	-\$1
26	\$43	-\$33,786	0.978513	-\$8	-\$8	\$1	\$1	\$0
27	\$43	-\$33,743	0.978513	-\$51	-\$50	\$1	\$1	\$0
28	\$26	-\$33,717	0.978513	-\$78	-\$76	\$1	\$1	\$0
29	\$23	-\$33,694	0.978513	-\$101	-\$99	\$1	\$1	\$0
30	\$27	-\$33,667	0.978513	-\$127	-\$125	\$1	\$1	\$0
31	\$20	-\$33,647	0.978513	-\$147	-\$144	\$0	\$0	\$0
32	\$22	-\$33,626	0.978513	-\$169	-\$165	\$0	\$0	\$0
33	\$2	-\$33,624	0.978513	-\$171	-\$167	\$0	\$0	\$0
34	\$8	-\$33,616	0.978513	-\$178	-\$174	\$0	\$0	\$0
35	-\$177	-\$33,794	0.978513	-\$1	-\$1	-\$4	-\$4	\$1
36	\$9	-\$33,784	0.978513	-\$10	-\$10	\$0	\$0	\$0
37	\$12	-\$33,772	0.978513	-\$22	-\$22	\$0	\$0	\$0
38	\$2	-\$33,770	0.978513	-\$24	-\$24	\$0	\$0	\$0
39	-\$46	-\$33,816	0.978513	\$22	\$21	-\$1	-\$1	\$0
40	\$7	-\$33,810	0.978513	\$15	\$15	\$0	\$0	\$0
41	\$3	-\$33,806	0.978513	\$12	\$12	\$0	\$0	\$0
42	\$8	-\$33,798	0.978513	\$4	\$4	\$0	\$0	\$0
43	\$5	-\$33,793	0.978513	-\$2	-\$2	\$0	\$0	\$0
44	-\$1	-\$33,794	0.978513	-\$1	\$0	\$0	\$0	\$0
45	-\$23	-\$33,817	0.978513	\$22	\$22	\$0	\$0	\$0
46	\$2	-\$33,815	0.978513	\$21	\$20	\$0	\$0	\$0
47	-\$2	-\$33,817	0.978513	\$22	\$22	\$0	\$0	\$0
48	\$3	-\$33,814	0.978513	\$19	\$19	\$0	\$0	\$0
49	\$4	-\$33,810	0.978513	\$15	\$15	\$0	\$0	\$0
50	\$4	-\$33,806	0.978513	\$12	\$11	\$0	\$0	\$0
51	\$5	-\$33,801	0.978513	\$6	\$6	\$0	\$0	\$0
52	\$1	-\$33,800	0.978513	\$6	\$6	\$0	\$0	\$0
53	\$2	-\$33,798	0.978513	\$4	\$4	\$0	\$0	\$0
54	\$13	-\$33,786	0.978513	-\$8	-\$8	\$0	\$0	\$0
55	-\$9	-\$33,795	0.978513	\$1	\$1	\$0	\$0	\$0
56	-\$28	-\$33,823	0.978513	\$29	\$28	-\$1	-\$1	\$0
57	\$8	-\$33,816	0.978513	\$21	\$21	\$0	\$0	\$0
58	\$3	-\$33,812	0.978513	\$18	\$18	\$0	\$0	\$0
59	\$3	-\$33,809	0.978513	\$15	\$14	\$0	\$0	\$0
60	\$4	-\$33,805	0.978513	\$11	\$11	\$0	-\$19,911	\$6,969
61	\$3	-\$33,803	0.978513	\$8	\$8	\$0	\$0	\$0
62	\$1	-\$33,801	0.978513	\$7	\$7	\$0	\$0	\$0
63	-\$1	-\$33,802	0.978513	\$8	\$8	\$0	\$0	\$0
64	-\$3	-\$33,805	0.978513	\$11	\$11	\$0	\$0	\$0
65	\$3	-\$33,802	0.978513	\$8	\$8	\$0	\$0	\$0
66	-\$2	-\$33,804	0.978513	\$10	\$10	\$0	\$0	\$0
67	\$3	-\$33,801	0.978513	\$7	\$7	\$0	\$0	\$0
68	\$1	-\$33,800	0.978513	\$5	\$5	\$0	\$0	\$0
69	\$4	-\$33,795	0.978513	\$1	\$1	\$0	\$0	\$0
70	\$1	-\$33,795	0.978513	\$0	\$0	\$0	\$0	\$0
71	\$3	-\$33,792	0.978513	-\$3	-\$3	\$0	\$0	\$0
72	-\$3	-\$33,794	0.978513	\$0	\$0	\$0	\$0	\$0
	-\$33,794					-\$33,794	\$4,754	-\$1,664

**CALCULATION of SURPLUS**  
**Determination of Profit Provision**

Exhibit IX.4-D

	(1)	(2)	(3)	(4)
	SURPLUS added (-) or reduced (+) to support:			
		Loss&LAE	Underwriting	Total
Month	<u>PREMIUM</u>	<u>payments</u>	<u>Profit</u>	<u>SURPLUS</u>
0	-\$35,714	\$0	\$0	-\$35,714
1	\$0	\$1,813	\$446	\$2,258
2	\$0	\$1,749	\$239	\$1,989
3	\$0	\$1,897	\$232	\$2,128
4	\$0	\$1,919	\$232	\$2,151
5	\$0	\$1,956	\$211	\$2,167
6	\$0	\$2,114	\$185	\$2,300
7	\$0	\$2,605	\$446	\$3,051
8	\$0	\$1,773	\$239	\$2,013
9	\$0	\$1,870	\$232	\$2,102
10	\$0	\$1,823	\$232	\$2,054
11	\$0	\$1,837	\$211	\$2,048
12	\$0	\$2,317	\$185	\$2,503
13	\$0	\$798	\$0	\$798
14	\$0	-\$35	\$0	-\$35
15	\$0	-\$71	\$0	-\$71
16	\$0	-\$81	\$0	-\$81
17	\$0	-\$89	\$0	-\$89
18	\$0	-\$48	\$0	-\$48
19	\$0	-\$62	\$0	-\$62
20	\$0	-\$45	\$0	-\$45
21	\$0	-\$44	\$0	-\$44
22	\$0	-\$22	\$0	-\$22
23	\$0	-\$43	\$0	-\$43
24	\$0	-\$18	\$0	-\$18
25	\$0	-\$42	\$0	-\$42
26	\$0	-\$26	\$0	-\$26
27	\$0	-\$25	\$0	-\$25
28	\$0	-\$16	\$0	-\$16
29	\$0	-\$14	\$0	-\$14
30	\$0	-\$16	\$0	-\$16
31	\$0	-\$12	\$0	-\$12
32	\$0	-\$13	\$0	-\$13
33	\$0	-\$1	\$0	-\$1
34	\$0	-\$5	\$0	-\$5
35	\$0	\$106	\$0	\$106
36	\$0	-\$5	\$0	-\$5
37	\$0	-\$7	\$0	-\$7
38	\$0	-\$1	\$0	-\$1
39	\$0	\$28	\$0	\$28
40	\$0	-\$4	\$0	-\$4
41	\$0	-\$2	\$0	-\$2
42	\$0	-\$5	\$0	-\$5
43	\$0	-\$3	\$0	-\$3
44	\$0	\$1	\$0	\$1
45	\$0	\$14	\$0	\$14
46	\$0	-\$1	\$0	-\$1
47	\$0	\$1	\$0	\$1
48	\$0	-\$2	\$0	-\$2
49	\$0	-\$2	\$0	-\$2
50	\$0	-\$2	\$0	-\$2
51	\$0	-\$3	\$0	-\$3
52	\$0	\$0	\$0	\$0
53	\$0	-\$1	\$0	-\$1
54	\$0	-\$8	\$0	-\$8
55	\$0	\$5	\$0	\$5
56	\$0	\$17	\$0	\$17
57	\$0	-\$5	\$0	-\$5
58	\$0	-\$2	\$0	-\$2
59	\$0	-\$2	\$0	-\$2
60	\$0	\$11,862	\$0	\$11,862
61	\$0	-\$2	\$0	-\$2
62	\$0	-\$1	\$0	-\$1
63	\$0	\$0	\$0	\$0
64	\$0	\$2	\$0	\$2
65	\$0	-\$2	\$0	-\$2
66	\$0	\$1	\$0	\$1
67	\$0	-\$2	\$0	-\$2
68	\$0	-\$1	\$0	-\$1
69	\$0	-\$3	\$0	-\$3
70	\$0	-\$1	\$0	-\$1
71	\$0	-\$2	\$0	-\$2
72	\$0	\$2	\$0	\$2
	-\$35,714	\$35,714	\$3,090	\$3,090



**CALCULATION of NET CASH FLOW**  
**Determination of Profit Provision**

Exhibit IX.5-D

Month	(1) Cumulative Supporting Surplus	(2) Average Supporting Surplus	(3) Investment Income on Surplus	(4) Cumulative U/W Flow incl UW Profit	(5) Average U/W Flow incl UW Profit	(6) Investment Income on U/W Flow	(7) Total Investment Income	(8) Net Cash Flow
0	-\$35,714	\$17,857	\$40	\$0	\$0	\$0	\$40	-\$35,675
1	-\$33,902	\$34,808	\$77	\$4,703	\$2,351	\$0	\$77	\$2,335
2	-\$32,153	\$33,027	\$73	\$6,184	\$5,443	\$0	\$74	\$2,062
3	-\$30,256	\$31,204	\$69	\$7,176	\$6,680	\$1	\$70	\$2,198
4	-\$28,337	\$29,296	\$65	\$8,083	\$7,630	\$1	\$66	\$2,217
5	-\$26,381	\$27,359	\$61	\$8,283	\$8,183	\$1	\$61	\$2,228
6	-\$24,267	\$25,324	\$56	\$7,412	\$7,847	\$1	\$57	\$2,357
7	-\$21,662	\$22,964	\$51	\$10,747	\$9,079	\$1	\$52	\$3,102
8	-\$19,888	\$20,775	\$46	\$12,138	\$11,443	\$1	\$47	\$2,060
9	-\$18,018	\$18,953	\$42	\$13,126	\$12,632	\$1	\$43	\$2,145
10	-\$16,195	\$17,107	\$38	\$14,194	\$13,660	\$1	\$39	\$2,094
11	-\$14,359	\$15,277	\$34	\$14,592	\$14,393	\$1	\$35	\$2,083
12	-\$12,041	\$13,200	\$29	\$13,382	\$13,987	\$1	\$31	\$2,533
13	-\$11,243	\$11,642	\$26	\$12,012	\$12,697	\$1	\$27	\$825
14	-\$11,278	\$11,260	\$25	\$12,021	\$12,017	\$1	\$26	-\$9
15	-\$11,349	\$11,313	\$25	\$12,089	\$12,055	\$1	\$26	-\$44
16	-\$11,430	\$11,389	\$25	\$12,223	\$12,156	\$1	\$26	-\$55
17	-\$11,518	\$11,474	\$25	\$12,370	\$12,297	\$1	\$27	-\$62
18	-\$11,566	\$11,542	\$26	\$12,449	\$12,410	\$1	\$27	-\$21
19	-\$11,628	\$11,597	\$26	\$12,552	\$12,500	\$1	\$27	-\$35
20	-\$11,674	\$11,651	\$26	\$12,627	\$12,589	\$1	\$27	-\$18
21	-\$11,718	\$11,696	\$26	\$12,700	\$12,664	\$1	\$27	-\$17
22	-\$11,740	\$11,729	\$26	\$12,737	\$12,719	\$1	\$27	\$5
23	-\$11,784	\$11,762	\$26	\$12,809	\$12,773	\$1	\$27	-\$16
24	-\$11,802	\$11,793	\$26	\$12,838	\$12,823	\$1	\$27	\$9
25	-\$11,844	\$11,823	\$26	\$12,908	\$12,873	\$1	\$27	-\$15
26	-\$11,870	\$11,857	\$26	\$12,951	\$12,929	\$1	\$27	\$2
27	-\$11,895	\$11,882	\$26	\$12,993	\$12,972	\$1	\$28	\$2
28	-\$11,911	\$11,903	\$26	\$13,019	\$13,006	\$1	\$28	\$12
29	-\$11,925	\$11,918	\$26	\$13,043	\$13,031	\$1	\$28	\$14
30	-\$11,940	\$11,933	\$26	\$13,069	\$13,056	\$1	\$28	\$12
31	-\$11,952	\$11,946	\$26	\$13,089	\$13,079	\$1	\$28	\$16
32	-\$11,965	\$11,959	\$27	\$13,110	\$13,099	\$1	\$28	\$15
33	-\$11,966	\$11,966	\$27	\$13,112	\$13,111	\$1	\$28	\$27
34	-\$11,971	\$11,968	\$27	\$13,119	\$13,116	\$1	\$28	\$23
35	-\$11,865	\$11,918	\$26	\$12,943	\$13,031	\$1	\$28	\$133
36	-\$11,870	\$11,868	\$26	\$12,952	\$12,948	\$1	\$27	\$22
37	-\$11,878	\$11,874	\$26	\$12,965	\$12,958	\$1	\$27	\$20
38	-\$11,879	\$11,878	\$26	\$12,967	\$12,966	\$1	\$27	\$26
39	-\$11,851	\$11,865	\$26	\$12,921	\$12,944	\$1	\$27	\$55
40	-\$11,855	\$11,853	\$26	\$12,927	\$12,924	\$1	\$27	\$23
41	-\$11,857	\$11,856	\$26	\$12,931	\$12,929	\$1	\$27	\$25
42	-\$11,862	\$11,860	\$26	\$12,939	\$12,935	\$1	\$27	\$23
43	-\$11,865	\$11,864	\$26	\$12,944	\$12,941	\$1	\$27	\$24
44	-\$11,865	\$11,865	\$26	\$12,943	\$12,943	\$1	\$27	\$28
45	-\$11,851	\$11,858	\$26	\$12,920	\$12,932	\$1	\$27	\$41
46	-\$11,852	\$11,852	\$26	\$12,922	\$12,921	\$1	\$27	\$26
47	-\$11,851	\$11,852	\$26	\$12,920	\$12,921	\$1	\$27	\$28
48	-\$11,853	\$11,852	\$26	\$12,923	\$12,922	\$1	\$27	\$26
49	-\$11,855	\$11,854	\$26	\$12,927	\$12,925	\$1	\$27	\$25
50	-\$11,858	\$11,856	\$26	\$12,931	\$12,929	\$1	\$27	\$25
51	-\$11,861	\$11,859	\$26	\$12,936	\$12,934	\$1	\$27	\$24
52	-\$11,861	\$11,861	\$26	\$12,937	\$12,937	\$1	\$27	\$27
53	-\$11,862	\$11,862	\$26	\$12,938	\$12,938	\$1	\$27	\$27
54	-\$11,870	\$11,866	\$26	\$12,951	\$12,945	\$1	\$27	\$20
55	-\$11,864	\$11,867	\$26	\$12,942	\$12,946	\$1	\$27	\$33
56	-\$11,847	\$11,856	\$26	\$12,914	\$12,928	\$1	\$27	\$44
57	-\$11,852	\$11,850	\$26	\$12,921	\$12,917	\$1	\$27	\$23
58	-\$11,854	\$11,853	\$26	\$12,925	\$12,923	\$1	\$27	\$25
59	-\$11,856	\$11,855	\$26	\$12,928	\$12,926	\$1	\$27	\$25
60	\$7	\$5,925	\$13	-\$11	\$6,459	\$1	\$14	\$11,876
61	\$5	-\$6	\$0	-\$8	-\$9	\$0	\$0	-\$2
62	\$4	-\$5	\$0	-\$7	-\$8	\$0	\$0	-\$1
63	\$5	-\$4	\$0	-\$8	-\$7	\$0	\$0	\$0
64	\$7	-\$6	\$0	-\$11	-\$9	\$0	\$0	\$2
65	\$5	-\$6	\$0	-\$8	-\$9	\$0	\$0	-\$2
66	\$6	-\$5	\$0	-\$10	-\$9	\$0	\$0	\$1
67	\$4	-\$5	\$0	-\$7	-\$8	\$0	\$0	-\$2
68	\$3	-\$4	\$0	-\$5	-\$6	\$0	\$0	-\$1
69	\$1	-\$2	\$0	-\$1	-\$3	\$0	\$0	-\$3
70	\$0	\$0	\$0	\$0	-\$1	\$0	\$0	-\$1
71	-\$2	\$1	\$0	\$3	\$1	\$0	\$0	-\$2
72	\$0	\$1	\$0	\$0	\$1	\$0	\$0	\$2
			\$1,924			\$64	\$1,988	\$5,078
						IRR:		7.8%

SENTRY INSURANCE A MUTUAL COMPANY  
ARKANSAS - STANDARD PROGRAM  
PRIVATE PASSENGER AUTOMOBILE BASE RATES

Current Territory	Proposed Territory	\$75,000 Combined Single Limit			\$25/50 Bodily Injury			\$25,000 Property Damage			PIP		
		Present	Proposed	% Change	Present	Proposed	% Change	Present	Proposed	% Change	Present	Proposed	% Change
25	25	324	326	0.6%	184	188	2.2%	117	114	-2.6%	29	30	3.4%
26	26	256	253	-1.2%	146	144	-1.4%	92	91	-1.1%	26	26	0.0%
27	27	261	256	-1.9%	150	147	-2.0%	92	91	-1.1%	25	25	0.0%
28	28	232	234	0.9%	132	134	1.5%	84	83	-1.2%	24	25	4.2%
29	29	291	293	0.7%	167	171	2.4%	103	100	-2.9%	28	28	0.0%
30	30	311	312	0.3%	179	177	-1.1%	110	113	2.7%	31	33	6.5%
31	31	292	284	-2.7%	166	162	-2.4%	105	102	-2.9%	28	28	0.0%
32	32	241	243	0.8%	140	140	0.0%	83	85	2.4%	22	22	0.0%
33	33	248	253	2.0%	141	143	1.4%	90	92	2.2%	22	22	0.0%
34	34	295	290	-1.7%	171	169	-1.2%	102	99	-2.9%	29	29	0.0%
35	35	268	272	1.5%	155	157	1.3%	93	95	2.2%	26	26	0.0%
36	36	266	264	-0.8%	155	152	-1.9%	91	93	2.2%	25	26	4.0%
37	37	227	228	0.4%	131	129	-1.5%	80	83	3.8%	23	23	0.0%

Current Territory	Proposed Territory	\$50/100 UM Bodily Injury			\$50/100 UIM Bodily Injury			\$100 Deductible Comp			\$250 Deductible Coll		
		Present	Proposed	% Change	Present	Proposed	% Change	Present	Proposed	% Change	Present	Proposed	% Change
25	25	14	15	7.1%	12	12	0.0%	178	186	4.5%	440	534	21.4%
26	26	14	15	7.1%	12	12	0.0%	152	159	4.6%	382	477	24.9%
27	27	14	15	7.1%	12	12	0.0%	152	159	4.6%	382	477	24.9%
28	28	14	15	7.1%	12	12	0.0%	212	213	0.5%	404	506	25.2%
29	29	14	15	7.1%	12	12	0.0%	178	186	4.5%	411	501	21.9%
30	30	14	15	7.1%	12	12	0.0%	191	194	1.6%	434	562	29.5%
31	31	14	15	7.1%	12	12	0.0%	157	159	1.3%	419	542	29.4%
32	32	14	15	7.1%	12	12	0.0%	219	221	0.9%	404	525	30.0%
33	33	14	15	7.1%	12	12	0.0%	219	221	0.9%	404	525	30.0%
34	34	14	15	7.1%	12	12	0.0%	273	286	4.8%	468	608	29.9%
35	35	14	15	7.1%	12	12	0.0%	247	256	3.6%	431	555	28.8%
36	36	14	15	7.1%	12	12	0.0%	258	262	1.6%	454	589	29.7%
37	37	14	15	7.1%	12	12	0.0%	231	239	3.5%	441	548	24.3%

SENTRY INSURANCE A MUTUAL COMPANY  
ARKANSAS - PAYBACK PROGRAM  
PRIVATE PASSENGER AUTOMOBILE BASE RATES

Current Territory	Proposed Territory		\$25/50 Bodily Injury			\$25,000 Property Damage			PIP		
			Present	Proposed	% Change	Present	Proposed	% Change	Present	Proposed	% Change
25	25		145	157	8.3%	92	100	8.7%	31	31	0.0%
26	26		111	120	8.1%	73	80	9.6%	27	27	0.0%
27	27		114	123	7.9%	73	80	9.6%	26	26	0.0%
28	28		104	112	7.7%	67	73	9.0%	26	26	0.0%
29	29		129	143	10.9%	81	88	8.6%	29	29	0.0%
30	30		137	148	8.0%	91	99	8.8%	34	34	0.0%
31	31		125	135	8.0%	83	90	8.4%	29	29	0.0%
32	32		108	117	8.3%	69	75	8.7%	23	23	0.0%
33	33		110	119	8.2%	74	81	9.5%	23	23	0.0%
34	34		131	141	7.6%	80	87	8.7%	30	30	0.0%
35	35		121	131	8.3%	77	84	9.1%	27	27	0.0%
36	36		118	127	7.6%	75	82	9.3%	27	27	0.0%
37	37		100	108	8.0%	67	73	9.0%	24	24	0.0%

Current Territory	Proposed Territory	\$50/100 UM Bodily Injury			\$50/100 UIM Bodily Injury			\$100 Deductible Comp			\$250 Deductible Coll		
		Present	Proposed	% Change	Present	Proposed	% Change	Present	Proposed	% Change	Present	Proposed	% Change
25	25	12	13	8.3%	10	10	0.0%	197	197	0.0%	389	473	21.6%
26	26	12	13	8.3%	10	10	0.0%	169	169	0.0%	347	422	21.6%
27	27	12	13	8.3%	10	10	0.0%	169	169	0.0%	347	422	21.6%
28	28	12	13	8.3%	10	10	0.0%	227	226	-0.4%	369	448	21.4%
29	29	12	13	8.3%	10	10	0.0%	197	197	0.0%	365	443	21.4%
30	30	12	13	8.3%	10	10	0.0%	207	206	-0.5%	409	497	21.5%
31	31	12	13	8.3%	10	10	0.0%	169	169	0.0%	395	480	21.5%
32	32	12	13	8.3%	10	10	0.0%	235	234	-0.4%	383	465	21.4%
33	33	12	13	8.3%	10	10	0.0%	235	234	-0.4%	383	465	21.4%
34	34	12	13	8.3%	10	10	0.0%	304	303	-0.3%	443	538	21.4%
35	35	12	13	8.3%	10	10	0.0%	272	271	-0.4%	404	491	21.5%
36	36	12	13	8.3%	10	10	0.0%	279	278	-0.4%	429	521	21.4%
37	37	12	13	8.3%	10	10	0.0%	254	253	-0.4%	399	485	21.6%

## MODEL YEAR FACTORS

## Exhibit XI

Model Year	Collision			Comprehensive		
	Present	Proposed	% change	Present	Proposed	% change
2015	1.06	1.10	3.8%	1.10	1.06	-3.6%
2014	1.06	1.05	-0.9%	1.10	1.03	-6.4%
2013	1.06	<b>1.00</b>	-5.7%	1.10	<b>1.00</b>	-9.1%
2012	1.03	0.94	-8.7%	1.05	0.96	-8.6%
2011	<b>1.00</b>	0.89	-11.0%	<b>1.00</b>	0.93	-7.0%
2010	0.97	0.84	-13.4%	0.95	0.90	-5.3%
2009	0.94	0.80	-14.9%	0.90	0.86	-4.4%
2008	0.91	0.75	-17.6%	0.86	0.83	-3.5%
2007	0.87	0.71	-18.4%	0.83	0.80	-3.6%
2006	0.83	0.67	-19.3%	0.79	0.77	-2.5%
2005	0.79	0.64	-19.0%	0.76	0.75	-1.3%
2004	0.75	0.60	-20.0%	0.72	0.72	0.0%
2003	0.72	0.57	-20.8%	0.68	0.69	1.5%
2002	0.68	0.54	-20.6%	0.65	0.67	3.1%
2001	0.65	0.51	-21.5%	0.63	0.65	3.2%
2000	0.62	0.48	-22.6%	0.62	0.62	0.0%
1999	0.62	0.45	-27.4%	0.62	0.60	-3.2%
1998	0.62	0.43	-30.6%	0.62	0.58	-6.5%
<1998	0.62	0.40	-35.5%	0.62	0.56	-9.7%

<b>SERFF Tracking #:</b>	SEPX-G128666666	<b>State Tracking #:</b>		<b>Company Tracking #:</b>	AR132900100003
<hr/>					
<b>State:</b>	Arkansas	<b>Filing Company:</b>	Sentry Insurance a Mutual Company		
<b>TOI/Sub-TOI:</b>	19.0 Personal Auto/19.0001 Private Passenger Auto (PPA)				
<b>Product Name:</b>	Plain Talk Car				
<b>Project Name/Number:</b>	AR PTC Project #33399/AR132900100003				

## Superceded Schedule Items

Please note that all items on the following pages are items, which have been replaced by a newer version. The newest version is located with the appropriate schedule on previous pages. These items are in date order with most recent first.

Creation Date	Schedule	Schedule Item Name	Replacement Creation Date	Attached Document(s)
09/11/2012	Supporting Document	NAIC loss cost data entry document	09/18/2012	